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## Editorial AS WE SEE IT

We beg leave at the very outset to quote somewhat extensively from the recent North Carolina address of the President:

"It is a dangerous illusion to believe that the policies of the United States can be encompassed, stretching as they do world-wide under varying and different conditions, can be encompassed in one slogan or one adjective, hard or soft or otherwise, to believe that we shall soon meet total victory or total defeat.

"Peace and freedom do not come cheap, and we are destined, all of us here today, to live out most if not all of our lives in uncertainty and challenge and peril. Our policy must therefore blend, whatever degree of firmness and flexibility, which are necessary to protect our vital interests, by peaceful means if possible, by resolute action if necessary.

"This is a time of national maturity and understanding and willingness to face issues as they are, not as we would like them to be.

"It is a test of our ability to be far-seeing and calm, as well as resolute, to keep an eye on both our dangers and our opportunities, and not to be diverted by momentary gains, or setbacks or pressures.

"We must distinguish the real from the illusory, the long range from the temporary, the significant from the petty. But if we can be purposeful, if we can face up to our risks and live up to our word, if we can do our duty undeterred by fanatics or frenzy at home or abroad, then surely peace and freedom can prevail.

"We shall be neither red, nor dead, but alive and free."

These are, of course, broad and somewhat vague generalizations, which must be wisely implemented if we are to prove our right to the title of leader of the free world, so-called, but they are doubly welcome at this time for the simple reason that we have at critical times in the past appeared to fail to (Continued on page 15)

## Keeping the Economy Moving Now And Sustaining Its Future Pace

By Dr. Paul W. McCracken,\* Professor of Business Conditions, School of Business Administration, University of Michigan

Former member of Eisenhower's Council of Economic Advisers examines four principal recovery-lags and predicts, nevertheless, a \$555-60 billion GNP for mid-1962. It would be higher, he adds, if consumers would spend more freely. Turning to the complex problem as to whether we can sustain the predicted recovery, Dr. McCracken asks those urging rapid economic growth to specify how to achieve it. The economist does just this in singling out problems found in our international balance of payments, in allocating public and private income, and in price inflation.

A discussion of the business outlook during this early stage of the economic expansion should be a leading contender for the year's dullest paper. We are now only five months away from the low point of the recession last February. The shape of economic developments varies widely from one cyclical expansion to another, but experience makes it at least reasonable to expect that a clearly established expansion, in motion for only five months, ought to be good for several months yet. And a substantial increase in the Federal budget, in response to international developments, would seem to provide further assurance that the near-term business outlook is obviously one of continuing expansion. In spite of the fact that the direction of business activity during the months ahead seems to be fairly clear, there are, I believe, some useful things to say about the state of our economic health and the economic policy problems that we



Dr. P. W. McCracken

confront. I propose to organize these comments around three questions. First, how satisfactory has the present recovery been? Second, what is a reasonable expectation about the pace of the recovery in the months ahead? Third, what are the problems with which we must come to grips in order to establish the basis for keeping this expansion orderly and vigorous?

First, are we entitled to be satisfied with the vigor and pace of the present recovery? In a certain sense we must, of course, always answer this question in the negative. There are people needing regular work who do not have it, and we can never be unconcerned about this. While the productive capacity of an economy is not susceptible of any precise calibration, we at least know that resources are available for a higher level of output than we now have. In a world where economic strength is a part of our cold-war armor, this slack in production understandably leaves us feeling a bit impatient.

On the other hand it is important to remember that a change in the level of business activity is always a slow-moving process. The average change in the level of total output, even in periods when the economy is considered to be moving fast, has seldom been as much as 1% per month for any sustained period. The rise in total output during the first year of the Korean Conflict and again during the first year following the end of the 1957-1958 recession, average about 0.6% per month. And the average monthly decline in output during the Great Depression from 1929 to 1933 was about 0.7% per month.

Thus the fact that full employment did not occur immediately after the decline ended in February is no indication that the subsequent recovery has been sluggish. The relevant question to pose is: Have the recovery and expansion been moving along as rapidly as this process usually unfolds in a business upswing? In one important and socially sensitive respect this recovery does (Continued on page 26)

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### DISC Inc.

There is a little known and very young real estate and development company which has been achieving these dramatic results: Assets in 1958 only \$700,000; 1959, \$1.7 million; 1960, \$14 million and at present more than \$23 million. However, the balance sheet is not inflated at all. As of Feb. 28, 1961, the book value of all assets increased from the previous year only by \$1,894,648 to \$9,099,991. There are only 2,001,570 shares outstanding and mortgages payable total \$5,735,394.

Disc, Inc. (headquarters in Washington, D. C., 1801 K Street, N. W.) is the name of this remarkable company whose stock is traded by about 14 houses in the Over-the-Counter Market and selling around \$7.75 a share. This company does not give you a big tax-free return on your investment! It is not a syndication either! It is an organization aiming for capital gains.

The Disc concept is well expressed in the latest annual report which is very clear and beautifully done. Now Irving S. Lichtman, President and Chairman of the Board speaks: "The management of Disc takes the view that the American economy is organic, ever-expanding, affording constant opportunity for capital growth and profit. . . . The trends are diverse. Not all industries and not all areas share America's expansion equally. A constantly increasing population and the constantly increasing business tempo are placing a geometrically increasing premium on the value of the nation's fixed fund of land. Real estate can be among the most rewarding of all fields of investment. Even within the field of real estate investments there are many goals and approaches. The goal we are achieving goes beyond tax-free return of capital, into heavily compounded growth from highly leveraged investments. . . . The special genius of Disc is that it takes heavy advantage of the tremendous leverage involved in the perceptive selection of land at locations which become focal points of growth and that it achieves these gains prudently. . . ."

While many other real estate companies have placed the emphasis upon obtaining a few profitable apartment houses here and there, the people at Disc have emphasized the purchase of large tracts of undeveloped land in sections of the country which were dormant for decades but became suddenly awake, however, only after these acquisitions were made. In some of these purchases a sixth sense of future developments seems to have guided these people. Here are a few examples:

Disc bought at the right time and at the right price 395 acres within the city limits of Melbourne, Fla., the major city closest to Patrick Air Force Base which is the service arm for Cape Can-

naval. On Aug. 25, the New York Times carried a headline: "Cape Canaveral Rocket Base To Be Expanded 5 Times in Size." These acres are in the mainstream of subdivision and home building. The prospects are excellent.

At Annandale, Va., 250 acres of land are owned which will be developed as a high-class community. We have also the Andrews Tract (15½ acres) near the Andrews Air Force Base. The Government spends here alone \$75 million. Disc has turned down some excellent purchase propositions.

In Mount Vernon, Va., Disc owns 130 acres of residential land. 250 homesites are being developed which should bring about \$1 million a year.

Disc has recognized the possibilities in the capital area and owns in Arlington two fine apartment buildings and in Washington D. C., the Disc office building. In California, income-producing property includes apartment buildings in Los Angeles, Santa Maria, Santa Barbara and Lompoc. But the company places the emphasis on the purchase and the development of land. There are at this moment about 21 investments and projects.

Disc does not appeal as an income producer. The company paid thus far only 5 shares in stock for each 100 shares. Disc shares enjoy a good market. The Quotations Committee of the NASD has approved Disc for inclusion in the Eastern Regional List. Capital gains of unusual proportions seem possible in the not too distant future.

### MONTE J. GORDON

Director of Research, Bache & Co.,  
New York City

### PneumoDynamics Corporation

PneumoDynamics Corporation shares were issued in the early part of 1961 during those fevered months of speculation when so many new situations were coming to the public with relatively uncertain earning power and priced largely on the basis of longer range potentials. In many cases these potentials have fallen far short of realization. This is not so in the case of PneumoDynamics which, at the present time, has not only developed earning power but is demonstrating a rising trend of earnings and a consistent ability to improve its position. At its present level of about \$26 a share the stock appears far short of discounting its immediate indicated earnings and is undervalued in terms of the potential indications for 1962. It seems to me the stock holds considerable speculative appeal as a commitment in the growing field of missile and space age for those who not only seek security profits but who wish to gain by exploiting the opportunities of one of the major investment areas available to the public.

PneumoDynamics is primarily a defense contractor with more than 80% of its revenues derived from government sources. The company which, when created and offered to the public represented

### This Week's Forum Participants and Their Selections

DISC, Inc. — Albert H. Deuble,  
President, Yorkville Exchange  
Co., Inc., N. Y. City. (Page 2)

PneumoDynamics Corp. — Monte  
J. Gordon, Director of Research,  
Bache & Co., N. Y. City. (Page 2)

The assets of four divisions and one subsidiary of Cleveland Pneumatic Industries Inc., is engaged in the following activities:

The development and production of hydraulic, pneumatic, and hot-gas actuating systems for missiles and aircraft; electrohydraulic and electropneumatic servo systems for both military and commercial aircraft, aerospace and submarine control instrumentation for Polaris-launching submarines; and temperature sensing devices and directional gyroscopes for the Navy. The results of the company's activities find their way into such diversified programs as Grumman's W2F airplane, Martin's Bullpup missile, Convair's 880 and 600 commercial jets, General Electric's J-79 jet engine, and the Hughes Falcon missile. In addition, the company has done work connected with the North American B-70 super bomber program.

The programs in which the company is now engaged hold excellent longer term potentials. Other activities which add to the longer range appeal are work on a Lunar landing gear for a vehicle expected to make a soft landing on the Moon and Project Artemis, designed for underwater detection of submarines. While this project is still in the experimental stage some hardware has already been developed and if successful the project could lead to significant hardware contracts in a few years.

In every instance, company's projects represent highly sophisticated work requiring substantial technological effort and research. This in fact is one of the secret keys to PneumoDynamics' potential. The level of know-how and technological ability is evident not only in the projects in which the company is engaged but in their success in meeting requirements on these projects.

For the fiscal year ended Nov. 30, 1960, sales were almost \$14 million and earnings were 17 cents a share. A \$12 million backlog was maintained for a number of months in the beginning of the present fiscal year dropping back to about \$10 million as of May 31, 1961, reflecting a reduction in the B-70 program. This decline has been overcome to a considerable extent and for the nine months ended Aug. 31, 1961 the backlog was \$12.7 million.

For the first quarter of the current fiscal year earnings were 31 cents a share and for the first half of the year 70 cents, on the 550,000 shares outstanding indicating a profit of 39 cents a share in the second quarter. In the third quarter net income rose sharply to 60 cents a share and the backlog climbed back up to \$12,700,000 as of Aug. 31, 1961. Thus, earnings for the full nine months of the present fiscal year were \$1.30 a share compared with earnings of 17 cents a share for the full fiscal year ended Nov. 30, 1960.

Present projections indicate sales of probably at least \$17 million for the present fiscal year or well in excess of the \$16 million projected earlier in the year and sharply above the sales of about \$14 million for the previous fiscal year. On this basis, earnings of at least \$1.80 appear indicated with reasonable prospects that earnings for the fiscal year ended

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# Keeping Favorable Outlook For Electric Utility Stocks

By C. Austin Barker\*, Director of Research, Hornblower & Weeks, New York City.

Expert utility analyst abjures (1) changing Federal political climate threatening utilities' favorable outlook and (2) policy of issuing stock dividends as a device for diverting cash to capital outlays. Mr. Barker indicates the adverse effect duplicate Federal transmission lines, discriminatory investment tax credit and REA borrowing costs would have on utilities' earning power and on private plans to invest \$8 billion by 1970. To attract huge equity capital necessary, the economist warns, Federal encroachment must be stopped and the inducement of possible real stock gains must come from a policy of cash dividend increases supported by increased earning power. Sound electric utility equities will be sought, Mr. Barker concludes, if a proper regulatory climate and a more equitable tax policy—not stock dividends—are obtained.

The number one economic problem for electric utilities, as I see it, springs from a changed political climate at the national level.

More aggressive expansion plans for Federal power projects of various types proposed by the Kennedy administration, as the investor sees it, may be aimed towards further encroachment by the Federal Government into the power business. For example, the President's directive to Secretary of the Interior Udall to prepare plans for the early interconnection of regions served by that Department's marketing areas with high voltage transmission lines and for further national cooperative pooling of electric power, both public and private, have the avowed purpose of interconnecting all the major government-owned power projects. Next, despite the fact that 129 electric utilities are participating in 24 atomic power projects, involving a capacity of 2,000,000 kw, there also is a bill, stopped at this session of Congress, but not yet permanently buried which would permit the Federal Government to build a 700,000 kw nuclear power plant at Hanford, Wash., for \$95 million. TVA is expanding rapidly and recently renewed its claim to the "yardstick" principle by announcing optional rate cuts by its municipal distributors. Also, the new REA head, Norman Clapp, is planning a new unit to do feasibility studies for the financing of new generating stations for REA's, most of which purchase their power needs from investor-owned utilities.

## Investor Attitude

Investors readily can see the threat of the transmission tie-ins where a so-called "free-wheeling" or other subsidized rate can be established so low that investor companies will have difficulty in competing and holding rates of return at a fair level. Investors believe that price-earnings ratios require a continuation of growth

rates in earnings per share to be justified.

Investors of electric utility stocks cannot afford to be guided by principle alone in selecting utility stocks. They have to think in terms of "pocket-book" economics. If earning rates slow down because of Federal and REA encroachments, the price-earnings ratios, as well as the earnings per share outlook for utility stocks may be reappraised. If this occurs, the effect on cost of capital to the utilities then could become a serious problem.

Where, one wonders, does the so-called "mandate" for power expansion come from? This Federal administration was not supported by most Western states in the last election. Yet the Bureau of Reclamation now also wants to build a transmission system from the \$1 billion Colorado River Storage Project to tie in with three other Federal systems. This so-called "Giant Power" interconnection policy is "feasible," to be sure, with taxpayers' money, but surely not sound national economics in a nation where 300 companies already pool their resources through interconnecting lines and have installed 364,000 miles of lines 22 kv and above. Nevertheless, there is this concerted effort of the Federal Government to install more giant grids at taxpayers' expense at a time when the financial position of the nation is at the most critical phase since the Civil War.

## Need for Capital

Now let us examine against the background of this climate, the financial needs of the electric companies for the growing service to be supplied to consumers. This industry more than most others, lives in a sphere classically referred to as "political-economics"—more ruefully referred to by utility managers and analysts as the "goldfish bowl."

The investor-owned electric utilities have spent, on average, \$3.2 billion a year during the years 1954 to 1960, during which period they also were paying, on average, almost \$2 billion a year in taxes, representing close to 25% of their gross revenues. Only three other industries are even close to this construction rate (communications, petroleum and transportation). This annual new plant and equipment spending

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## OBSERVATIONS...

BY A. WILFRED MAY

## ON THE SOVIET CIRCUIT

PART THREE—of a series based on the author's recent visit in Hungary

"The nettlesome anti-Communist proclivity to engage in religious worship can be simply remedied by displaying a statue of Khrushchev in the churches.

"The Government could easily end our great housing shortage by granting exit visas to all of our citizens who want to go West."

These gags going the rounds of Hungary's citizenry are seriously and deeply significant.

This police state's direct aggression against the church has been openly manifested in a number of quite sensational incidents before and after the asylum given in 1956 to Joseph Cardinal Mindszenty in a second-floor office suite in the U. S. Legation (and still dramatized by the night-and-day vigil by three police cars and a couple of cops). The more recent stepping-up of the regime's attack on the Catholic Church has included numerous arrests of Church officials; the expulsion of students from the Gyor seminary for refusing to go along with the government-stooging "Peace Priests"; the incarceration last February of 700 Jesuits, Cistercians and regular priests for giving religious instruction to youths; and the recent jailing of nine priests under charges, undocumented, of corruption and homosexuality.

Such dramatic events have occurred against a background of continuing anti-Church attrition. Among its various facets is the inclusion of church affiliation or attendance as one of the important black marks on the voluminous personal record card of every citizen which is maintained by the authorities. Stemming therefrom, we ran across a woman employee of the national tourist bureau who was demoted from long-time guide to an inside clerkship, a job distasteful to her, following her child's in-Church baptism. No business reason for the demotion could be elicited.

As with Premier Khrushchev's maneuvering, the Hungarian regime engages in considerable backing-and-filling vis-a-vis the Church. Full Church attendance is now permitted. On a recent Sunday morning in Budapest we looked in on three churches with capacity attendances ranging from 800 to 2,500. And even Cardinal Mindszenty is permitted to hold occasional Sunday services for some half-dozen of his colleagues,

in his self-imposed "house arrest" headquarters.

## Housing Shortage

Residential housing, the butt of the other above-cited group, continues grossly inadequate. Construction, both publicly and privately initiated, goes ahead unaccelerated. The private home builder or buyer must put up from 40% to 50% of the cost, with 20 annual amortization payments—cum-interest—of the balance beginning immediately (in contrast to our Housing Act of 1961's lowering of FHA down payments to 3% and extension of maturities to 35-40 years—accompanied by an additional spate of government cash subsidies. Hungary's "austere" credit terms have contributed to a lower total of apartments built in 1961 than in 1959.

## Consumer Frustration

The "under-consumption" in this sector seems to be in line with the overall picture. The ability of the individual to benefit from the improving quantity and quality of consumer goods is, he complains, frustrated by the government's policy of deflating domestic buying power via strict budget balancing, and stabilization of low wages—no rise in the average of individuals' monthly earnings having occurred since 1959. Thus the visitor's praise of the display of items on Rakoczy ut, Budapest's "luxury" shopping street, becomes emasculated by disclosure of the populace's general lack of the material wherewithal to purchase them.

## Planning Difficulties

The negative housing results also reflect some of the troubles encountered in the state planning operations—as generally manifested in the present leveling-off after the "Leap Forward" in the Kremlin's pampering interval which followed the abortive 1956 counter-revolution.

Incidentally, one of the difficulties disclosed to us by the State's planning authorities has stemmed from the necessity of adjusting the export and import quotas to internal operating results. Thus, a production goal over-fulfillment result of 1-to-2% is actually far preferable to one of 5%.

## Incentives in a Police State

Also interesting in the planning area and its depiction of capitalist-

communist divergence, is the handling of the incentive factor. For the factory worker, his bonus is chiefly based on profits rather than production (although some speed-up via pay keyed to production norms is evidenced). The bonus is calculated vis-a-vis the factory's planned profit as determined by the plant managers in conjunction with the Planning authorities.

For the higher echelons of plant management, the amount of the profit "take" is fixed by the Ministry—with the "earnings" record predominant over production achievement. (No stock options there.)

## Double Standard in the "Information" Trade

Our State Department's fresh attempt to redress the one-way propaganda flow from the Soviet Union highlights the need for also ending the unilateral information "trade" with the satellite countries.

Surely the indignant denials regarding their police state-ism renders their existing double standard in propagandizing even more unjustifiable in that area.

In Hungary the only western periodical purchasable is the *Daily Worker* published in London ("the Pentagon General, not Khrushchev, are the real present-day Hitlers," etc.). Officials explain, per the Communist line, that all the rest of our press is scurrilous toward them, and untruthful about ourselves (along with their barring of modern art, they ascribe our penchant for abstract painting to our fear of showing our realities).

Similarly, they unceasingly jam our broadcasts, only sparing those in English.

## We Turn the Other Cheek

In direct contrast is our policy on the receiving end of their propaganda barrage. Budapest dispatches no less than five propagandizing magazines free of charge here to a selected list which includes a large crop of emigres. These are delivered through our regular postal service, mostly by registered mail. All of these publications appear in Hungarian, excepting one for teen-agers in English.

Another dose of their propaganda is foisted on our public through three papers, one daily and two weeklies, published here by Communist adherents. Printed in Hungarian, except for some English contained in one of the weeklies, they can be bought from at least three newsdealers in New York City.

Overall, the American community can readily secure any newspaper or other periodical published in Hungary, via subscription made directly or through one of the dealers here.

Ought we not to establish forthwith some semblance of bilateral equality in this information area of the Cold War?

## Felicitations!

This column hastens to congratulate the New York Post on its new section covering the day's stock market news. Particularly noteworthy is its speedy assimilation of the Street's "investment" atmosphere. In the latest edition coming to us, adjoining columns contain "BROKERS SUGGEST" (stock recommendations) and "TONIGHT'S ROOSEVELT" beneath a handsome photo of "even-money choice for Thursday night's \$25,745 Proximity Trot, Spry Rodney, with Jimmy Arthur in the sulky."

## David Dellon Opens

David Dellon is engaging in a securities business from offices at 509 Fifth Avenue, New York City under the firm name of David Dellon Co.

FROM WASHINGTON  
...Ahead of the News

BY CARLISLE BARGERON

President Kennedy, in office less than nine months, has appointed more Federal judges than most Presidents have named in their entire terms of office.

In eight years, President Eisenhower named 168. In almost eight years, Truman appointed 130. Roosevelt selected 225 in slightly more than 12 years; President Hoover, 49 in four years; and Woodrow Wilson, 72 in eight years.

By the time he fills the existing vacancies, Mr. Kennedy will have named 30% of the 367 judges on courts of appeal and district courts. Including the other Federal courts, he has already had the opportunity to appoint 120 judges.

A survey of 77 of Mr. Kennedy's appointments shows that 73 are Democrats; one is a member of the Liberal Party in New York; and three are Republicans who were first selected by President Eisenhower and were serving recess appointments when Mr. Kennedy came in. Two of the three were confirmed, but the third lost his seat because he was not confirmed.

This shows that politics played a leading role in the appointments but, according to the American Bar Association, the appointees are as well, if not better qualified than Federal judges named in the recent past.

Of the 73 Democrats, at least four were law partners of Senators. Another was a partner of a Cabinet officer. Another is a brother-in-law of a Senator; still another is a Congressman.

Others were state campaign directors for Mr. Kennedy in 1960, active Democratic politicians or close associates of Senators and other political leaders. Some, of course, were none of these things.

But the significance of Mr. Kennedy's judgment is that they may well be the most lasting of all the domestic actions of the Kennedy Administration. A Federal judge is appointed for life but his career lasts about 20 years. Other Presidential actions can be reversed by a new President or a new Congress. The appointments of judges cannot be.

The process through which the Kennedy judges have been picked can best be described as political. Dozens of names were submitted for each appointment. These came from Senators, Representatives and other political leaders as well as from bar associations and interested citizens.

All persons were screened in the Department of Justice under the supervision of Deputy Attorney General Byron "Whizzer" White. To a large extent, he and Attorney General Bobby Kennedy made the selections.

The standard they used, and use, has not been that of finding and appointing the best possible man for each seat. Instead, it has been the standard of finding the best qualified man who can be confirmed by the Senate. This has resulted in most cases in the selection of qualified men who are politically acceptable to the Senators involved.

The standard, of course, gives the Senators a major say in appointments. How strong this "say" has been depends upon the Senator. If he is powerful, if he is on important committees, if the Administration is politically indebted to him, he is strong.

It is quite clear that some Senators have taken full advantage of their power, and it is just as clear that others have not. Some Senators have insisted upon a particular man. Some have been persuaded to accept a second or third choice, or even someone else's choice because their favorite was not particularly good. Some Senators have suggested men whose qualifications were outstanding. Some have not.

The Justice Department says that those who want men selected without regard to politics are unrealistic. How can you expect good men to enter politics, they ask, if politics disbars them from the jobs they most want?

N. Y. Sec. Dealers  
To Hold Dinner

The New York Security Dealers Association will hold its 36th Annual Dinner in the grand ballroom of the Waldorf-Astoria Hotel, New York City, March 30, 1962.

## Three With Westheimer

(Special to THE FINANCIAL CHRONICLE)

COLUMBUS, Ohio—Frank J. Casey, John W. Darnall and Albert R. Rosemeier have become associated with Westheimer and Company, 31 East Gay Street. All were formerly with Gallagher-Roach & Co., Inc.

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## The State of TRADE and INDUSTRY

Steel Production  
Electric Output  
Carloadings  
Retail Trade  
Food Price Index  
Auto Production  
Business Failures  
Commodity Price Index

Business rise continues, according to the October *Monthly Bulletin* of the First National Bank, of Chicago.

Business registers further advances with the value of total output of goods and services for the quarter just ended estimated at an annual rate of \$525 billion. This level is approximately 2% above that of the record April-June period. A somewhat sharper rise in activity is estimated for the final quarter.

The output of the nation's factories, mines and utilities rose approximately 1% to a new record high in August as most major categories registered slight advances. Production of durable goods continued to climb, reaching a level of 15% above the recession low point of last February. Output of primary metals, fabricated metal products and miscellaneous other manufactured durable goods registered somewhat greater gains during the month than most other categories included in the index of industrial production, rising approximately 2%. Output of nondurable items was substantially unchanged during the month.

Consumer goods production during August remained at the record level of the preceding month while output of business equipment advanced 2%. Automobile assemblies were little changed after allowance for the earlier model changeover this year.

New orders for durable goods, an indicator of future production, increased further in August, rising to the highest level since early 1959. The level of these orders was 19% above the recession low point reached last January.

Consumer income declined slightly in August. This small drop was due wholly to the fact that the July total included a special insurance dividend payment to veterans. If this is excluded from the July total, personal income registered a small gain mainly as a result of an advance in payrolls in construction, trade, service and finance industries. For the first time since February, factory payrolls did not advance, chiefly because of temporary layoffs in automobile plants as a result of the model changeover.

Despite the advanced level of personal income, consumer purchases at retail stores remained relatively unchanged from the preceding month and were 4% below the record level attained in April, 1960. Deliveries of durable items declined slightly during the month while sales of nondurable items advanced to the record levels of last June.

Expenditures for new construction rose to a new high in August. Spending for residential building advanced slightly, offsetting small declines in most other private outlays. Housing starts during August were estimated at an annual rate of 1,317,000 units, down 2% from the rate of the preceding month. The small rise in public outlays reflected continued advances in highway construction.

### Labor Force Shifts Seasonal

The August labor picture was principally one of normal seasonal movement. The number of non-farm salaried workers rose 300,000 during the month to 53.1 million but total employment remained unchanged at 68.5 million, a record level for August.

Industries experiencing a more than seasonal gain in employment during the month were primary metals, electrical equipment and machinery. The automobile indus-

try showed a decline of 100,000 because of model changeovers.

The 600,000 drop in unemployment in August to 4.5 million was normal for the month and left the seasonally adjusted rate of unemployment at 6.9% of the labor force, about the same as it has been for nine consecutive months. Long-term unemployment, i.e., those out of work for 15 weeks and over, dropped more than seasonally to 1.4 million. This figure includes 800,000 who have been out of work for more than one-half a year.

With the manufacturing work-week at 40.0 hours and earnings at \$98.83, down only slightly from the July rates, the economy witnessed the third consecutive month of little or no change in earnings and hours.

### Bank Clearings Were 0.8% Above The Same 1960 Week

Bank clearings last week showed an increase compared with a year ago. Preliminary figures compiled by the *Chronicle*, based on telegraphic advices from the chief cities of the country, indicate that for the week ended Saturday, Oct. 14, clearings from all cities of the United States from which it is possible to obtain weekly clearings will be 0.8% above those for the corresponding week last year. Our preliminary totals stand at \$24,806,177,880 against \$24,600,929,577 for the same week in 1960. Our comparative summary for the leading money centers for the week follows:

Week End.	(000s omitted)	1961	1960	%
Oct. 14		1961	1960	
New York	\$12,372,161	\$12,382,327	\$12,382,327	-0.1
Chicago	1,168,373	1,242,808	1,242,808	+6.0
Philadelphia	989,000	966,000	966,000	+2.4
Boston	678,788	710,209	710,209	+4.4

### Inventory Policies of Steel Users Are Holding Back Expected Rise in Steelmaking

Inventory policies of steel users are holding back the expected autumn rise in steelmaking, *The Iron Age* reports.

Steel consumers are holding less than 12 million tons of steel, a recession level and about four million tons less than stocks at the start of 1959. Although a very mild rise in stocks is expected through November and December, little real accumulation or building of steel stocks is in sight this year.

The failure of consumers to build stocks to levels that used to be considered normal will wipe several million tons of steel from 1961 production. This threatens the industry goal of 100 million tons produced this year, *The Iron Age* says.

A second factor in the leveling of the market this month is the series of auto strikes—first General Motors, then Ford, and threatened Chrysler. There is no indication automakers will try to make up lost production. Instead, November orders for auto steel are no better than for October, and December orders are not likely to show much improvement from November.

As is always the case in evaluating the auto picture, the situation could change. But there is no question that the timing of the strikes at new model introduction time has hurt more than expected. And the failure of the auto companies to attempt to recover lost time has had a bad psychological effect on the steel market.

Referring again to steel inventories, the continued emphasis by steel users on carrying low and economical stocks may be the start of a long-term trend. Users

are confident of the mills' ability to turn on a dime and will not be coaxed into making a revision. Even the possibility of price increases failed to stimulate inventory building.

Nevertheless, the elements of a first-class scramble after the first of the year are still present in the steel market. Regardless of current policies, as business continues to improve users will have to add to inventory if only to keep the same number of "days" of steel on hand. Then, as the time of steel labor negotiations approaches, many users, as they have in the past, will start hedging against a steel strike.

In spite of the mid-autumn pause in the recovery, the prospects of continued improved steel production are unchanged. Overall market strength continues to gain as does the consumption of steel. However, a real burst in new orders and output is not now expected before early 1962.

Steel mills' ability to deliver promptly may have a side effect of softening the impact of business cycles on the steel industry. Users are hesitant to build stocks and this, in turn, avoids inflation of steel demand. With orders running close to rate of steel consumption, there is absolutely no water in the rate of steel orders.

### Metalworking Prices Creep Up In Last Six Months

Metalworking prices are creeping up despite pressures from the government, foreign and domestic competition, and customers, *Steel* magazine said.

Thirty percent of the metalworkers contacted in a nationwide spotcheck by *Steel* said they have raised prices in the last six months. Sixty percent plan to increase them in the near future.

Nearly 75% of the executives polled, including many who have already announced increases, say they'll boost prices if steel costs go up.

Mounting wage costs are blamed for practically all the upward pressure. Labor costs of metalworkers have climbed 11% in the last three years—increases have ranged from 6 to 14 cents per hour in the last year, not counting pay hikes being negotiated in the auto industry, or the automatic Oct. 1 pay boost for the steelworkers.

Profits have not kept pace. The metalworking weekly said steel producers are cast in the key role in the pricing drama even though a good case can be built to support the steel industry's contention that prices in general rise despite its efforts to hold the line.

*Steel's* editors found that many metalworkers are ready to make the steel industry the scapegoat if it boosts prices. Look for many firms to announce price hikes which will more than offset the increased price of steel—yet steel will be blamed. They'll try to compensate for the added costs plus a little extra to get back toward a "normal" profit range again.

Odds still favor a steel price increase—in due time. Look for any upward revisions to be selective, modest, and as unobtrusive as possible.

You can expect list prices of most nonferrous metals to remain fairly stable for the balance of the year. Price cutting will continue, but it should be less severe.

October shipments of finished steel are nearing an 18-month high, *Steel* reported. They will approach 6.5 million tons despite auto industry strikes.

The trend in steel shipments has been steadily upward since February, except for a seasonal setback in July. August shipments of 6,139,418 tons were up substantially from July's 5,120,808 tons, and September shipments are believed to have exceeded August's.

The automotive shutdowns have forced steelmakers to hold back

shipments and temper their forecasts slightly, but they have not been serious enough to reverse the market's direction.

There is little doubt that automotive steel demand will accelerate later this month when Ford and General Motors are in full production. Until then, steelmakers expect the market to hold at its present level—sustained by requirements of the construction industry, appliance makers, shipbuilders, and capital equipment producers.

Look for ingot output this week to be slightly higher than the 2,080,000 tons that *Steel* estimates the industry poured last week. Output then was off 1% from the previous week's. The drop was caused by the strike at Ford's steel plant and slight curtailments in other districts.

The scrap market is easy at some points—strong domestic demand is lacking and steel operations are not coming up to expectations. Exports are holding up. *Steel's* composite price on No. 1 heavy melting grade was down 33 cents to \$39.17 a gross ton.

### Steel Production Data for the Week Ended Oct. 14

According to data compiled by the American Iron and Steel Institute, production for week ended Oct. 14, 1961, was 2,071,000 tons (\*111.2%), 1.5% below the output of 2,102,000 tons (\*112.8%) in the week ended Oct. 7.

Production this year through

Oct. 14 amounted to 74,622,000 (\*97.7%) or 10.0% below the period through Oct. 15, 1960.

The year to date production for 1960 through Oct. 15, 1960, 41 weeks was 82,902,000 tons or \*108.5%.

The Institute concludes with Index of Ingot Production by Districts, for week ended Oct. 14, 1961, as follows:

\*Index of Ingot Production for Week Ending Oct. 14, 1961

North East Coast	112
Buffalo	104
Pittsburgh	107
Youngstown	102
Cleveland	127
Detroit	110
Chicago	111
Cincinnati	127
St. Louis	119
Southern	109
Western	119

Total 111.2

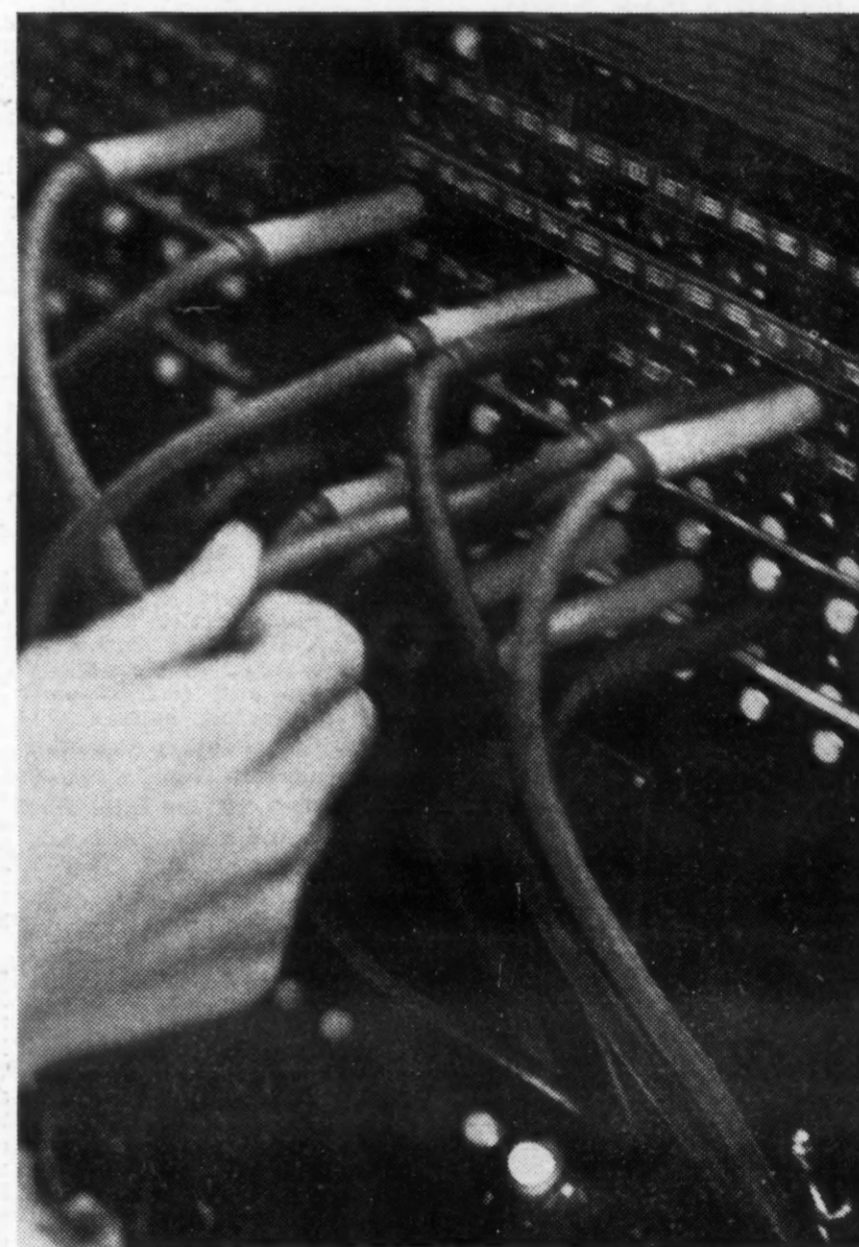
\* Index of production based on average weekly production for 1957-1959.

### GM Production Hits Highest Level for Year but Totals Are Still Down

General Motors production reached the highest level of the year this week but strike-idled Ford Motor Co. pulled industry auto assembly under last week's level.

Ward's Automotive Reports said 99,878 cars were scheduled for

Continued on page 28



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# TAX-EXEMPT BOND MARKET

BY DONALD D. MACKEY

Although the past business week was diminished by last Thursday's national holiday and punctuated by momentous news both at home and abroad, the market for tax-exempt bond issues continued to show improvement even beyond the tempo experienced during recent weeks. New issue bidding particularly has reflected the dealer enthusiasm which has been generated through widespread investor interest since mid-September.

The advent of \$48,616,000 State of New York serial general obligation bonds on Tuesday, Oct. 17, seemed to establish firmly the new high level for "Aaa" bonds developed during the previous week by the \$100,000,000 State of Illinois serial bond offering. The New York State offering was very well received and the Illinois issue, although off to a slow start, is now about half sold with prospects for a successful underwriting appearing bright.

The Commercial and Financial Chronicle's yield Index measures the market's upward movement for the past week at less than one-quarter of a point although, if calculated through new issue bidding, the market could be interpreted as having been stronger. The Chronicle's Index, however, is averaged from actual secondary market offerings, most of which had edged up the previous week on the strength of the dramatic Illinois offering. The Index averaged out at a 3.334% yield this week against 3.346% a week ago.

## From Equities to Municipals

It appears to us that the many economic and political factors may generate an even greater demand for tax-exempt securities at least in the near future. As the industrial output fails to reach the sanguine expectations predicted, and with prospects for the automobile and steel industries falling behind the dynamic rates of production required in the new concept of productivity, the stock market appears daily to be losing investment funds to the tax-exempt bond sector of the market.

A spokesman for the American Bankers Association believes that it may be a year before money is tightened to the extent that interest rates on loans may rise and infers that business lethargy may continue well beyond the popular expectation.

The Treasury Department is presently forecasting a \$7 billion

deficit for the current fiscal year. Six months ago the forecast was closer to \$2 billion. At the same time a balanced budget for the year beginning July 1, 1962, is predicted. Having witnessed Federal deficit operations for most of the past 25 years compels most investors to at least wonder about these somewhat conflicting statements. This bewildered wondering, confused with the current innuendo of a greater tax take, and certainly no overhauling of our depressing tax system, is diverting investors from growth situations toward tax-exempt securities. There is this definite tendency despite the fact that economists and politico-economists are already warning that the inflationary pressures of 1962 should be watched. Considering the current Federal deficit, our unbalance of foreign payments, deterioration of the corporate profit situation, the magnitude of our ever increasing debt, and the lack of will to face up to the basic problems (fiscal unbalance and a stifling tax system primarily) involved, will indeed cause investors to watch, even without being gratuitously told to.

## Negotiated Undertakings Shaping Up

The calendar of scheduled state and municipal new issue financing continues in normal volume for this time of year. A week ago the scheduled total was about \$530,000,000. The total at this writing continues about the same. In the interim, \$100,000,000 State of California bonds, \$48,616,000 State of New York bonds and numerous lesser issues were handled by the underwriters and to some large extent taken by investors.

In the area of negotiated issues, the Oklahoma Turnpike (Southwestern) continues as a candidate for flotation next week. The Florida Turnpike issue seems likely to be in shape for marketing within a month, we are informed. It has been reported that an underwriting group managed by Merrill Lynch, Pierce, Fenner & Smith and Blyth & Co., Inc. will bring approximately \$28,000,000 Virginia State Port Authority bonds to market in November. The proceeds will finance port facilities in Norfolk harbor.

The Street inventory situation is little changed from a week ago. As of Oct. 18, the Blue List total of state and municipal bonds

is reported at \$425,031,000. This is down from last week's reported total of \$437,500,000. Inventory may jump later in the week following the listing of the State of California balances. There are indications that inventory not showing in the Blue List may be reaching a point that could moderate the recent trend of strong new issue bidding.

## Larger Recent Awards

This week, from an underwriting viewpoint, has seen a half-dozen issues of note sell at competitive bidding. On Monday, Oct. 16, the State of New York sold \$48,616,000 various purpose general obligation (1962-2011) bonds to a large group headed by The Chase Manhattan Bank on its bid of a 3.1741% interest cost. A First National City Bank of New York—Lehman Brothers & Co. syndicate was the second bidder at a 3.1746% interest cost, or a difference of only \$4,332.93 for the entire issue. Associated with the Chase Manhattan Bank as major underwriters are Kuhn, Loeb & Co., Chemical Bank New York Trust Co., Blyth & Co., C. J. Devine & Co., Manufacturers Hanover Trust Co., The Marine Trust Co. of Western New York, Harris Trust & Savings Bank, The Northern Trust Co., Hallgarten & Co., Kidder, Peabody & Co., and Ladenberg, Thalmann & Co.

Scaled to yield from 1.50% in 1962 to 3.90% in 2011, the issue was in broad demand, particularly for the bonds maturing 20 years and longer. These are now trading at a slight premium. The only bonds remaining in account are the high coupon short-term maturities.

Also on Tuesday, a syndicate headed by White, Weld & Co., Merrill Lynch, Pierce, Fenner & Smith Inc., and Rowles, Winston & Co. was the high bidder for \$9,600,000 Dallas waterworks and sanitary sewer (1962-1981) revenue bonds. Among the other major underwriters in this group are Dominick & Dominick, Goodbody & Co. and Crutten, Podesta & Co. Scaled to yield from 1.50% to 3.40% the issue was about one-third sold the first day. Since then, the issue has been reduced to yesterday afternoon's balance of \$4,005,000.

Tuesday also saw two smaller issues come to market. A group headed by Estabrook & Co. was the successful bidder for \$1,015,000 Hingham, Mass. (1962-1981) bonds. Scaled to yield from 1.70% to 3.40%, the account reports an unsold balance of \$575,000. Josephine County, Oregon School District awarded \$1,000,000 bonds due 1962-1986 to a Blyth & Co. group. Reoffered from a 2.00% to 3.90% in 1980 the 1981-1986 bonds were not reoffered. The manager reports an unsold balance of \$340,000 at press time.

Wednesday witnessed the fifth sale in recent weeks of Indianapolis, Indiana, area bonds. This time the Sanitary District came to market for \$4,800,000 of unlimited tax (1964-1993) bonds. The issue was awarded to the Halsey, Stuart & Co. group on a bid of 101.125 for a 3 3/8% coupon. Other major members of this group include Kidder, Peabody & Co., Goldman, Sachs & Co., Equitable Securities Corp. and Blair & Co. Scaled to yield from 1.85% to 3.50% about one-third of the issue was sold.

## Week's Big One

The largest issue of the week, \$100,000,000 State of California (1963-1987) bonds, attracted four bids from three groups to the gratification of state officials. The winning bid on a 3.46% interest cost was submitted by a nationwide group of banks and dealers headed by the Bank of America N. T. & S. A. A group headed by the Pankers Trust Co. submitted two bids, one on a 3.47% interest cost, using supplemental coupons, and a bid of a 3.49% interest cost

Continued on page 7

# Larger Issues Scheduled For Sale

In the following tabulations we list the bond issues of \$1,000,000 or more for which specific sale dates have been set.

## Oct. 19 (Thursday)

Foxborough, Mass.	1,950,000	1962-1981	11:30 a.m.
Texas (State of)	25,000,000	1966-1991	10:00 a.m.
University of California	2,843,030	1963-1985	Noon
Xenia City Sch. Dist., Ohio	1,310,000	1962-1984	Noon

## Oct. 20 (Friday)

Carter County, Tenn.	1,000,000	1970-1986	2:00 p.m.
Waxahachie, Texas	1,127,000	1962-1991	2:00 p.m.

## Oct. 23 (Monday)

Central State College, Okla.	1,600,000	1964-2001	10:00 a.m.
East Side Union High S. D., Calif.	1,375,000	1962-1986	10:30 a.m.
Nashville, Tenn.	6,650,000	1962-2000	7:00 p.m.

## Oct. 24 (Tuesday)

Big Spring, Texas	1,125,000	1968-1988	7:00 p.m.
Boston, Mass.	4,450,000	1962-1981	Noon
Brandywine Area Jt. S. Auth., Pa.	3,280,000	1962-1981	8:00 p.m.
Chicago Board of Education, Ill.	8,500,000	1963-1981	11:00 a.m.
Gary, Ind.	1,000,000	1963-1966	7:30 p.m.
Honolulu City & County, Hawaii	6,210,000	1966-1991	8:00 a.m.
Lafayette, La.	1,000,000	1964-1991	10:00 a.m.
Michigan (State of)	35,000,000	1962-1986	11:00 a.m.
Millburn Twp. Sch. Dist., N. J.	3,067,000	1962-1985	8:00 p.m.
Terre Haute, Ind.	6,300,000	1963-2001	2:00 p.m.
Torrance Unified Sch. Dist., Calif.	1,000,000	1962-1981	9:00 a.m.

## Oct. 25 (Wednesday)

Barton, Chemung, Baldwin and Ashland Cent. Sch. Dist. 1, N. Y.	1,717,030	1963-1991	3:00 p.m.
Houston, Texas	8,455,000	1962-1986	10:00 a.m.
Jackson, Miss.	3,250,000	1962-1986	10:00 a.m.
Kansas City, Mo.	6,000,000	1965-1991	-----
Kentucky (State of)	40,000,000	1963-1990	11:00 a.m.

## Oct. 26 (Thursday)

Bloomington Sch. Dist. 271, Minn.	1,755,000	1965-1991	4:30 p.m.
Cheektowaga and West Seneca Unified Sch. Dist., N. Y.	3,440,000	1962-1990	2:00 p.m.
East Texas State College, Texas	3,475,000	1974-2001	10:00 a.m.
Litchfield Co. Reg. S. D. 1, Conn.	1,150,000	1962-1981	11:30 a.m.
Little Rock Sch. Dist., Ark.	1,500,000	1962-1980	11:00 a.m.
Minneapolis, Minn.	2,160,000	-----	-----
Pittsburgh and Allegheny County Public Auditorium Auth., Pa.	15,000,000	1962-2001	Noon
Portland, Ore.	3,500,000	1964-1983	11:00 a.m.

## Oct. 27 (Friday)

University of Missouri	2,550,000	1962-1986	2:00 p.m.
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## Oct. 30 (Monday)

Rock County, Wis.	2,500,000	1962-1981	2:00 p.m.
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## Oct. 31 (Tuesday)

Florida Turnpike Author., Fla.	160,000,000	-----	-----
<i>(Live-auction sale to be handled by Dillon, Read &amp; Co. syndicate.)</i>			
Fremont, Neb.	4,500,000	1962-1985	11:00 a.m.
Mecklenburg County, N. C.	3,000,000	1964-1987	11:00 a.m.
Menominee Falls, Butler & Lannon, Wis.	1,600,000	1963-1981	8:00 p.m.
North Salem, Somers & Carmel Central School District 1, N. Y.	1,370,000	1962-1986	2:00 p.m.
Ottumwa, Iowa	1,750,000	1961-2000	2:00 p.m.
St. Paul, Minn.	4,396,000	1964-1991	10:00 a.m.
Smithtown Cent. S. D. No. 1, N. Y.	1,140,450	1963-1990	2:00 p.m.
Wayne County, Mich.	16,815,000	1966-2001	-----

## Nov. 1 (Wednesday)

Fruitport Comm. SD No. 22, Mich.	1,225,030	1963-1990	8:00 p.m.
Kansas City, Kansas	1,500,000	-----	-----
Local Housing Authorities	78,540,000	-----	Noon
Silver Bay, Minn.	1,100,000	1964-1975	7:30 p.m.

## Nov. 2 (Thursday)

Philadelphia, Pa.	19,000,000	1963-1987	Noon
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## Nov. 4 (Saturday)

Caddo Parish Sewer Dist. 5, La.	1,628,000	1962-1976	9:00 a.m.
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## Nov. 6 (Monday)

New York State Dorm. Auth., N.Y.	3,000,000	1963-1992	10:00 a.m.
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## Nov. 7 (Tuesday)

Marshall County, Tenn.	1,000,000	1962-1977	2:00 p.m.
St. Louis County, Berkley School District, Mo.	1,300,000	-----	-----

## Nov. 8 (Wednesday)

Hawaii (State of)	10,000,000	1964-1981	-----
Ingham & Eaton Counties, Mich.	3,225,000	1964-1987	8:00 p.m.
Oklahoma Turnpike Author., Okla.	56,500,000	2001	-----
<i>(Negotiated sale to be handled by Allen &amp; Co. syndicate.)</i>			
Richfield, Minnesota	1,300,000	1964-1983	-----

## Nov. 9 (Thursday)

Nassau County, N. Y.	13,797,000	1962-1990	Noon
Vineland, N. J.	4,945,000	1962-1987	Noon

## Nov. 13 (Monday)

Ascension-St. James Bridge & Ferry Authority, La.	30,750,000	2001	11:00 a.m.
Hardin-Simmons University, Tex.	1,110,000	1964-2001	10:00 a.m.
Lompoc School District, Calif.	1,419,000	1962-1988	-----

## Nov. 14 (Tuesday)

Amarillo, Texas	4,250,000	1962-1991	11:00 a.m.
Los Angeles Flood Control D., Cal.	20,000,000	-----	-----
Orange County, N. C.	1,560,000	1963-1986	11:00 a.m.
San Jacquin County, Calif.	5,500,000	1963-1975	1:30 p.m.

## Nov. 15 (Wednesday)

Fort Smith, Ark.	1,500,000	-----	-----
Georgia State Highway Auth., Ga.	35,000,000	-----	-----
Farmpton, Va.	4,000,000	1962-1981	Noon
Irvine Ranch Water Dist., Calif.	5,200,000	-----	-----
Lower Penns Twp. S. D., N. J.	1,250,000	-----	-----

MARKET ON REPRESENTATIVE SERIAL ISSUES				
	Rate	Term	Yld	Actual
California (State)	3 1/2%	1978-1980	3.70%	3.55%
Connecticut (State)	3 3/4%	1980-1982	3.35%	3.25%
New Jersey Highway Auth., Ltd.	3%	1978-1980	3.30%	3.15%
New York (State)	3%	1978-1979	3.30%	3.10%
Pennsylvania (State)	3 3/4%	1974-1975	3.15%	3.05%
Vermont (State)	3 1/2%	1978-1979	3.25%	3.10%
New Housing Auth. (N. Y., N. Y.)	3 1/2%	1977-1980	3.30%	3.15%
Los Angeles, Calif.	3 3/4%	1978-1980	3.65%	3.50%
Baltimore, Md.	3 1/4%	1980	3.50%	3.35%
Cincinnati, Ohio	3 1/2%	1980	3.45%	3.35%
New Orleans, La.	3 1/4%	1979	3.65%	3.55%
Chicago, Ill.	3 1/4%	1977	3.70%	3.55%
New York City, N. Y.	3%	1980	3.60%	3.55%

October 18, 1961 Index=3.334%

## STATE AND MUNICIPAL BONDS CORPORATE BONDS LOCAL STOCKS

The Robinson-Humphrey Company, Inc.

RHODES-HAVERY BLDG. ATLANTA 3, GEORGIA

Jackson 1-0316

## Tax-Exempt Bond Market

Continued from page 6

using conventional coupons. The last bid figured a 3.62% interest cost and was made by State Street Investment Corp. The bonds were scaled to yield from 1.80% in 1962 to 3.70% in 1987. The 1988 maturity bore a one-tenth of 1% coupon and was not reoffered. Orders are being taken throughout the day. It is anticipated that the issue will be well spoken for.

### Toll Projects Report Heavier Earnings

The toll road issues have continued to do well marketwise and revenue reports reflect that monthly revenue improvement in many instances runs at a 10-15% rate of increase over a year ago. The Chicago-Calumet Skyway bonds continue in sporadic demand. They are up about four points since last reporting. The Indiana Toll Road 3½s were two to three points better and several other issues were up from one-quarter to one point. The Smith, Barney & Co. Turnpike Index averaged out at 3.85% when last sampled (Oct. 12). This did not reflect the Calumet and Indiana advances.

## Black to Be Lehman Partner

Lehman Brothers announced that James B. Black, Jr. will be admitted as a General Partner of the firm, resident in San Francisco, subject to approval of the Board of Governors of the New York Stock Exchange. The firm also announced that it will open an office in San Francisco on Jan. 1, 1962 to cover the San Francisco area and adjacent states.

Mr. Black formerly was an Assistant Vice-President of Sales of the Columbia Geneva Steel Division of United States Steel Corporation. Prior to joining United States Steel in 1959, he was associated with Matson Navigation Company in Honolulu.

Long prominent in civic and philanthropic affairs, Mr. Black is General Campaign Chairman of the 1961 United Bay Area Fund (similar to the United Fund). He is a Director of St. Luke's Hospital, San Francisco, and a member of the Advisory Committee of Mission Neighborhood Centers Inc. Mr. Black also is a member of San Francisco's Redevelopment Agency and a Trustee of the World Affairs Council of Northern California. He is a member of the Pacific Union Club and the Bohemian Club in San Francisco, and of the Burlingame, Calif. County Club.

## Rodetsky Firm to Open NYC Office

Rodetsky, Walker & Co., Inc., member of the New York Stock Exchange, will shortly open an office at 115 Broadway, New York City, under the direction of Andrew L. Wormser, Vice-President of the firm.

### Joins F. I. du Pont

(Special to THE FINANCIAL CHRONICLE)

BOSTON, Mass.—Hyman Bluestein has joined the staff of Francis I. du Pont & Co., 94 Federal Street. He was formerly with Schirmer, Atherton & Co.

### A. S. Lapidus Opens

A. S. Lapidus is engaging in a securities business from offices at 25 Broad Street, New York City, under the firm name of A. S. Lapidus Company.

## New Issues

October 17, 1961

**\$48,616,000**

## State of New York

**4%, 3½%, 3¼%, 3.30%, 3.40% and 2% Bonds**

**Interest Exempt from present Federal and New York State Income Taxes**

**Dated November 1, 1961**

Principal and semi-annual interest (May 1 and November 1) payable at the principal office of The Chase Manhattan Bank in New York City. Coupon bonds in denomination of \$1,000, exchangeable for bonds registered as to principal and interest in denominations of \$1,000, \$5,000, \$10,000 and \$50,000. Registered bonds may be converted into coupon form at the expense of the holder.

*Legal Investment for Savings Banks and Trust Funds in New York State and certain other States and for Savings Banks in Connecticut and Massachusetts*

*Acceptable to the State of New York as security for State deposits, to the Superintendent of Insurance to secure policy holders and to the Superintendent of Banks in trust for Banks and Trust Companies*

*These Bonds, to be issued for Housing and Park and Recreation Land Acquisition purposes, in the opinion of the Attorney General of the State of New York, will constitute general obligations of the State, and the full faith and credit of the State of New York will be pledged for the payment of principal and interest.*

### AMOUNTS, MATURITIES\*, COUPON RATES AND YIELDS OR PRICES

(Accrued interest to be added)

**\$28,616,000 Housing Bonds due \$584,000 each November 1, 1963-2011, inclusive**  
**\$20,000,000 Park and Recreation Land Acquisition Bonds due \$1,000,000 each November 1, 1962-81, inclusive**

Due	Rate	Yield	Due	Rate	Yield	Due	Rate	Yield or Price
1962	4%	1.50%	1971	4%	2.75%	1982-83	3¼%	3.15%
1963	4	1.70	1972	4	2.80	1984-85	3¼	3.20
1964	4	1.90	1973	4	2.85	1986-88	3¼	@100
1965	4	2.05	1974	4	2.90	1989-91	3.30	@100
1966	4	2.20	1975	4	2.95	1992-94	3.30	3.35
1967	4	2.35	1976	3½	3.00	1995-97	3.40	@100
1968	4	2.45	1977	3¼	3.00	1998-2000	3.40	3.45
1969	4	2.55	1978-79	3¼	3.05	2001-04	3.40	3.50
1970	4	2.65	1980-81	3¼	3.10	2005-11	2	3.90

\*Housing Bonds due 1997-2011 are callable either as a whole or all bonds of a single maturity beginning in inverse order of maturity on November 1, 1996 or on any interest payment date thereafter, at par and accrued interest.

*The above Bonds are offered when, as and if issued and received by us, and subject to prior sale and approval of legality by the Attorney General of the State of New York.*

### The Chase Manhattan Bank

Kuhn, Loeb & Co. Chemical Bank New York Trust Company Blyth & Co., Inc. C. J. Devine & Co. Manufacturers Hanover Trust Company  
The Marine Trust Company Harris Trust and Savings Bank The Northern Trust Company Hallgarten & Co. Kidder, Peabody & Co. Ladenburg, Thalmann & Co.  
R. W. Pressprich & Co. Salomon Brothers & Hutzler Barr Brothers & Co. Blair & Co. White, Weld & Co. The Philadelphia National Bank  
Carl M. Loeb, Rhoades & Co. Bear, Stearns & Co. Equitable Securities Corporation Hornblower & Weeks Mercantile Trust Company W. H. Morton & Co.  
F. S. Moseley & Co. Shields & Company Stone & Webster Securities Corporation B. J. Van Ingen & Co. Inc. Wertheim & Co. John Nuvoen & Co. Bache & Co.  
A. G. Becker & Co. Francis I. duPont & Co. Estabrook & Co. Federation Bank and Trust Company Fidelity Union Trust Company First of Michigan Corporation  
Geo. B. Gibbons & Company Goodbody & Co. Gregory & Sons Hemphill, Noyes & Co. W. E. Hutton & Co. Kean, Taylor & Co. Paribas Corporation  
Reynolds & Co. L. F. Rothschild & Co. Spencer Trask & Co. Weeden & Co. Adams, McEntee & Co., Inc. First National Bank in Dallas  
The Franklin National Bank Mercantile National Bank The National Commercial Bank and Trust Company State Bank of Albany  
State Street Bank and Trust Company Chas. E. Weigold & Co. Baxter & Company Ernst & Company King, Quirk & Co. Dempsey-Tegeler & Co., Inc.  
Fahnestock & Co. Green, Ellis & Anderson Hannahs, Ballin & Lee New York Hanseatic Corporation Schwabacher & Co. Scudder & German  
Second District Securities Co., Inc. Swiss American Corporation Wells & Christensen J. R. Williston & Beane Wood, Gundy & Co., Inc. Malon S. Andrus, Inc.  
William Blair & Company C. F. Childs and Company Julien Collins & Company Cooley & Company A. Webster Dougherty & Co.  
Folger, Nolan, Fleming—W. B. Hibbs & Co., Inc. J. B. Hanauer & Co. Hayden, Miller & Co. Charles King & Co. John C. Legg & Company Moore, Leonard & Lynch  
Mullaney, Wells & Company National Boulevard Bank Park, Ryan, Inc. The Peoples National Bank Rauscher, Pierce & Co., Inc. Schmidt, Roberts & Parke  
Sterling National Bank and Trust Company Tollner & Bean, Inc. Tuller & Zucker Wachovia Bank and Trust Company Robert L. Whittaker & Co.

## DEALER-BROKER INVESTMENT LITERATURE AND RECOMMENDATIONS

IT IS UNDERSTOOD THAT THE FIRMS MENTIONED WILL BE PLEASED  
TO SEND INTERESTED PARTIES THE FOLLOWING LITERATURE:

**Bond Market**—Review—C. F. Childs and Company, Inc., 141 West Jackson Boulevard, Chicago 4, Ill.

**Canada and Canadian Provinces**—Brochure on the funded debts outstanding—The Investment Dealers' Association of Canada, 55 Yonge Street, Toronto, Ont., Canada.

**Canadian Telephone Industry**—Review—Royal Securities Corporation Limited, 244 St. James Street, West, Montreal 1, Que., Canada. Also available are data on Revelstoke Building Materials Ltd.

**Chemical Stocks**—Comparative figures—Courts & Co., 11 Marietta Street, N. W., Atlanta 1, Ga.

**Color TV**—Discussion in October issue of "Exchange" Magazine—The Exchange Magazine, Department 7, 11 Wall St., N. Y. 5, N. Y. —20c per copy, \$1.50 per year. Also in the same issue are discussions of LP Gas and High Speed Stock Tables.

**Common Stocks**—Quarterly review of favored issues—Eastman Dillon, Union Securities & Co., 15 Broad Street, New York 5, N. Y.

**Drug Industry**—Analysis—David L. Babson and Company, Inc., 89 Broad Street, Boston 10, Mass.

**Japanese Electronics Industry**—Analysis—Nomura Securities Co., Ltd., 61 Broadway, New York 6, N. Y.

**Japanese Market**—Review—Yamaichi Securities Co. of New York, Inc., 111 Broadway, New York 6, N. Y. Also available is an analysis of Tokyo Electric Power Co. Ltd.

**Japanese Market**—Survey—Daiwa Securities Co., Ltd., 149 Broadway, New York 6, N. Y.

**Japanese Stocks**—Handbook for investment, containing 20 essential points for stock traders and investors—The Nikko Securities Co., Ltd., Tokyo, Japan—New York office 25 Broad Street, New York 4, N. Y.

**New York City Bank Stocks**—Third Quarter Statistics on Ten New York City Banks—Laird, Bissell & Meeds, 120 Broadway, New York 5, N. Y.

**Over-the-Counter Index**—Folder showing an up-to-date comparison between the listed industrial stocks used in the Dow-Jones Averages and the 35 over-the-

counter industrial stocks used in the National Quotation Bureau Averages, both as to yield and market performance over a 23-year period—National Quotation Bureau, Inc., 46 Front Street, New York 4, N. Y.

**Paper Manufacturers**—Analysis with particular reference to Kimberly Clark Corp. and Nekeosa Edwards Paper Co.—The Milwaukee Company, 207 East Michigan Street, Milwaukee 2, Wis.

**Puerto Rico**—Financial Facts 1961—Pamphlet—Government Development Bank for Puerto Rico, San Juan, Puerto Rico.

**World Petroleum Industry**—Study of future growth—Chase Manhattan Bank, 1 Chase Manhattan Plaza, New York 15, N. Y.

**American Can Company**—Analysis—Hornblower & Weeks, 40 Wall Street, New York 5, N. Y. Also available are data on Briggs & Stratton, Borg Warner, White Motor, Ferro, Dresser Industries, Phillips Petroleum and Gardner Denver.

**American Cement**—Memorandum—Morgan & Co., 634 South Spring Street, Los Angeles 14, Calif.

**American Radiator & Standard Sanitary**—Analysis—Southern Brokerage Company, Tower Petroleum Building, Dallas 1, Tex. Also available is an analysis of Hidden Splendor Mining Co.

**Anglo Canadian Telephone**—Memorandum—Amott, Baker & Co., Incorporated, 150 Broadway, New York 38, N. Y. Also available is a memorandum on Cement Stocks.

**Apco Oil Corp.**—Memorandum—Piper, Jaffray & Hopwood, 115 South Seventh Street, Minneapolis 2, Minn. Also available is a Memorandum on E. F. MacDonald Co.

**Bloomfield Industries**—Memorandum—Divine & Fishman, Inc., 134 South La Salle Street, Chicago 3, Illinois.

**Burroughs Corp.**—Memorandum—Dempsey-Tegeler & Co., 1000 Locust Street, St. Louis 1, Mo. Also available are memoranda on Quaker Oats, World Color Press and General Battery & Ceramic.

**Carolina Pacific Plywood, Inc.**—Bulletin—Samuel Weiss & Associates, Inc., 80 Pine Street, New York 5, N. Y.

**George S. Carrington Co.**—Memorandum—Clayton Securities Corporation, 79 Milk Street, Boston 9, Mass.

**Cenco Instruments Corporation**—Analysis—Blalack & Wells, Incorporated 2477 Huntington Dr., San Marino, Calif.

**Certain-Teed Products Corp.**—Analysis—Halle & Stieglitz, 52 Wall Street, New York 5, N. Y.

**Combustion Engineering**—Analysis—Stein Bros. & Boyce, 6 So. Calvert Street, Baltimore 2, Md.

**Consumers Automatic Vending**—Memorandum—Diran, Norman & Co., Inc., 37 Wall Street, New York 5, N. Y.

**Craig Systems**—Memorandum—Davis, Skaggs & Co., 111 Sutter St., San Francisco 4, Calif.

**Crowell-Collier**—Review—Carl M. Loeb, Rhoades & Co., 42 Wall Street, New York 5, N. Y. Also available are reviews of the Aluminum industry, Bestwall Gypsum, Broken Hill Proprietary Co., Metromedia, Marquette Corp., Hilton Hotels Corp., and Certain-Teed Products Corp.

**Crowell Collier Publishing Co.**—Memorandum—Goodbody & Co., 2 Broadway, New York 4, N. Y. Also available is a memorandum on Globe Union.

**Dean Milk Company**—Analysis—Mullaney, Wells & Company, 135 South La Salle Street, Chicago 3, Illinois.

**Decca Records Inc.**—Analysis—Schweickart & Co., 29 Broadway, New York 6, N. Y. Also available is a bulletin on Blaw Knox Co. and a memorandum on Carborundum Co.

**Dorr Oliver**—Memorandum—Bruns, Nordeman & Co., 115 Broadway, New York 6, N. Y.

**Dubrow Electronic Industries Inc.**—Report—Woodcock, Moyer, Fricke & French Inc., 123 South Broad Street, Philadelphia 9, Pa. Also available is a memorandum on Philadelphia Laboratories.

**Eaton Manufacturing**—Memorandum—E. F. Hutton & Company, 7616 Girard Avenue, La Jolla, Calif.

**Electro-Voice Incorporated**—Analysis—Richard J. Buck & Co., 4 Albany Street, New York 6, N. Y. **Electronic Specialty**—Memorandum—Cohen, Simonson & Co., 25 Broad Street, New York 4, N. Y.

**Far West Financial**—Memorandum—Sutro & Co., 460 Montgomery Street, San Francisco 4, Calif. Also available are memoranda on Unilever and Pep Boys—Manny, Moe & Jack.

**Fedders Corp.**—Analysis—Shields & Company, 44 Wall Street, New York 5, N. Y. Also available are data on Bemis Brothers Bag, Bigelow Sanford, Hilton Hotels, J. J. Newberry & Co. and Security Insurance.

**Firestone Tire & Rubber Company**—Analysis—Laird, Rissell & Meeds, 120 Broadway, New York 5, N. Y.

**Food Giant Markets**—Report—Ralph E. Samuel & Co., 2 Broadway, New York 4, N. Y.

**Frisch's Restaurants**—Analysis—J. R. Williston & Beane, 2 Broadway, New York 4, N. Y. Also available are memoranda on Kelsey Hayes, Babcock & Wilcox, Singer Manufacturing and Jonathan Logan.

**General Telephone & Electronics Corporation**—Analysis—Robert Garrett & Sons, Garrett Building, Baltimore 3, Md.

**Grolier Inc.**—Memorandum—Cruttenden, Podesta & Co., 209 South La Salle Street, Chicago 4, Illinois.

**Hudson Pulp & Paper**—Memorandum—Brooke, Sheridan, Bogan & Co., Inc., 2 Penn Center Plaza, Philadelphia 2, Pa.

**Hydrocarbon Chemicals Inc.**—Memorandum—Tri-State Securities Co., 2061 Broadway, New York 23, N. Y.

**Information Systems, Inc.**—Memorandum—Fusz-Schmelzle & Co., 522 Olive Street, St. Louis 1, Mo. Also available is a memorandum on Mid States Business Capital Corp.

**Interchemical Corp.**—Report—A. M. Kidder & Co., Inc., 1 Wall Street, New York 5, N. Y. Also available is a report on Columbia Broadcasting System.

**International Minerals & Chemicals**—Data—Paine, Webber, Jackson & Curtis, 25 Broad Street, New York 4, N. Y. Also available are data on Automatic Canteen Co., Radio Corporation of America, Newmont Mining, Louisville & Nashville, Ritter Co. and a memorandum on Kendall Co.

**Interstate Department Stores**—Memorandum—Garvin, Bantel & Co., 120 Broadway, New York 5, N. Y.

**Jerrold Electronics Corporation**—Review—Doolittle & Co., 21 Pine Street, Lockport, N. Y.

**Johnson Service Company**—Report—Loewi & Co. Incorporated, 225 East Mason Street, Milwaukee 2, Wis.

**Kayser Roth**—Memorandum—Carreau & Co., 115 Broadway, New York 6, N. Y.

**Mead Corporation**—Report—W. E. Hutton & Co., 14 Wall St., New York 5, N. Y.

**Kelsey-Hayes Co.**—Analysis—Thomson & McKinnon, 2 Broadway, New York 4, N. Y. Also available is an analysis of Penick & Ford Ltd.

**Lehman Corp.**—Review—Miller, Newman, Zimmermann & Co., Inc., 70 Wall Street, New York 5, N. Y. Also available are reviews of National Aviation Corp. and Petroleum Corp. of America.

**Lehman Corporation**—Review—Purcell & Co., 50 Broadway, New York 4, N. Y. Also available is a review of General Foods and a bulletin on Aluminium Ltd.

**Mansfield Industries, Inc.**—Analysis—Freehling, Meyerhoff & Co., 120 South La Salle Street, Chicago 3, Ill.

**McLouth Steel Corp.**—Memorandum—Indianapolis Bond & Share Corporation, 120 East Market Street, Indianapolis 4, Ind. Also available is a memorandum on National Starch & Chemical Corp.

**Mergenthaler Linotype**—Review—Steiner, Rouse & Company, 19 Rector Street, New York 6, N. Y. Also available are reviews of Columbia Broadcasting System and Genesco Inc.

**Milton Bradley Co.**—Analysis—A. G. Edwards & Sons, 409 North Eighth Street, St. Louis 1, Mo. Also available is a review of North American Aviation, Inc.

**Milton Bradley Co.**—Memorandum—Hill Richards & Co., 621 South Spring Street, Los Angeles 14, Calif.

**Minerals & Chemicals Philipp Corporation**—Analysis—Hemphill, Noyes & Co., 8 Hanover Street, New York 4, N. Y.

**Movielab Film Laboratories**—Memorandum—Granbery, Marache & Co., 67 Wall Street, New York 5, N. Y.

**Narragansett Capital Corporation**—Analysis—H. Hentz & Co., 72 Wall Street, New York 5, N. Y. Also available are analyses of Stokely Van Camp Inc. and Robinson Technical Products and data on Lehigh Valley, Gulf Mobile & Ohio and Chicago & Northwestern.

**Norwich Pharmacal Co.**—Analysis—Hill, Darlington & Grimm, 2 Broadway, New York 4, N. Y. Also available is an analysis of Plough.

**Olin Oil & Gas**—Analysis—Wm. M. Rosenbaum & Co., 331 Madison Avenue, New York 17, N. Y.

**Ore-Ida Foods Inc.**—Report—Pacific Northwest Company, 1000 Second Avenue, Seattle 24, Wash.

**Pacific Hawaiian Products Co.**—Analysis—A. C. Allyn & Co., 122 South La Salle Street, Chicago 3, Illinois.

**Pennsylvania Railroad**—Analysis—Butcher & Sherrerd, 1500 Walnut Street, Philadelphia 2, Pa. Also available is an analysis of Rich's Inc.

**Chas. Pfizer & Co. Inc.**—Bulletin—Evans & Co. Incorporated, 300 Park Avenue, New York 22, N. Y. Also available is a discussion of Paperboard Producers.

**Phillips Petroleum**—Analysis—Pennington, Colket & Company, 70 Pine Street, New York 5, N. Y.

**Pillsbury Co.**—Analysis—Mithum, Jones & Templeton, 650 South Spring Street, Los Angeles 14, Calif.

**Possis Machine Corporation**—Analysis—Craig-Hallum, Kinnard, Inc., 133 South Seventh Street, Minneapolis 2, Minn.

**Products Research Company**—Bulletin—Taylor, Bergen, Lynn & Lee, 1830 West Olympic Boulevard, Los Angeles 6, Calif.

**Pubco Petroleum Corporation**—Analysis—Coburn & Middlebrook, Inc., 80 Federal Street, Boston 10, Mass.

**Radio Corporation of America**—Analysis—L. F. Rothschild & Co., 120 Broadway, New York 5, N. Y.

**Random House Inc.**—Review in current issue of "Investor's Reader"—Merrill Lynch, Pierce, Fenner & Smith Incorporated, 70 Pine Street, New York 5, N. Y. Also in the same issue are discussions of Coca-Cola International, Wells-Gardner Electronics Corp., E. F. MacDonald Co., Otis Elevator, U. S. Plywood Corp., Ferro Corp., Fire & Casualty Companies, Dayton Power & Light Co., Chrysler.

**Sears Roebuck and Co.**—Analysis with particular emphasis on Allstate Insurance Company—The Illinois Company, Inc., 231 South La Salle Street, Chicago 4, Ill.

**Sjostrom Automations Inc.**—Analysis—J. I. Magaril Company, Inc., 37 Wall Street, New York 5, New York.

**Spartans Industries**—Memorandum—Putnam & Co., 6 Central Row, Hartford 4, Conn. Also available is a memorandum on Stanley Works.

**Spencer Chemical**—Memorandum—McDonnell & Co. Incorporated, 120 Broadway, New York 5, N. Y. Also available is a memorandum on Financial Federation.

**State Loan & Finance Corp.**—Memorandum—Sprayregen, Haft & Co., 26 Broadway, New York 4, N. Y.

**Tip Top Products**—Memorandum—Rambo, Close & Kerner, Inc., 1518 Locust Street, Philadelphia 2, Pa. Also available are memoranda on Pioneer Finance and Papercraft Corp.

**Universal Pictures**—Memorandum—Harold C. Brown & Co., Inc., Liberty Bank Building, Buffalo 2, N. Y.

**Varian Associates**—Memorandum—Birr & Co., Inc., 155 Sansome Street, San Francisco 4, Calif.

**W. R. Grace & Co.**—Brochure giving complete facts and figures about the company's standing as one of the nation's top chemical producers—Public Relations Department, W. R. Grace & Co., 3 Hanover Square, New York 4, N. Y.

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# Amerada's Alluring Acres

By Dr. Ira U. Cobleigh, *Enterprise Economist*

A short review of this romantic company, renowned for its profitable penetration of petroleum-prone acreage in many parts of the world.

The oil shares, the glamour stocks of the early Fifties, have been contending with a series of problems since Suez. First there was, and is, overproduction at home and abroad, with cheap foreign oil eager to enter our refineries. Second, American domestic demand has flagged, what with a profusion of compact cars with their mousey gas consumption, and the competition of natural gas for the heating market. Third, there were political and economic problems in many oil bearing countries, principally demands for a higher percentage of "the take" by Venezuela and the Sheiks of Araby. So the oil shares descended in price, and market support for them drooped until quite recently.

There's one stock which went down with the rest of them (to a low of 55 last year) which we'd like to discuss today—Amerada Petroleum. It's the largest independent producer of crude oil in America and it had a wonderful nose for oil wherever it looked for it. At the moment it has a full or part mineral interests in over 132 million acres in various parts of the world. Its reserves (not including the vast Libyan holdings) have been estimated at over 850 million barrels of crude oil and condensates, and 3½ trillion feet of natural gas. In dollar valuation, this total might con-

vert to around \$150 per share on the 6,313,310 common shares of Amerada outstanding. But this is just an estimate. Book value on the 1960 year-end balance sheet was about \$29.80 per share.

## Production

Despite vast concessions in many countries Amerada's actual commercial production has come, so far, from the United States and Canada. For 1960, almost 60% of production came from the states of North Dakota (31%) and Texas (26%). New Mexico accounted for 19%, other states 17%, and Canada 7%. Net crude production for the year was 29.6 million barrels delivering a gross operating income from oil of \$83.4 million. Gas sales and revenues from natural gasoline were \$19.1 million producing a (combined) gross operating income of \$102.5 million—just about the same as a year earlier.

## Potential

While actual production is what delivers the earning power and the cash flow, it's the future potentials that provide the romance and market enthusiasm for a stock. In this department Amerada holds many attractive hostages to fortune.

Amerada made the pioneer oil strike in North Dakota which opened up the famous Williston

Basin, an oil bowl of some 100,000 square miles extending into South Dakota, Montana and Canada. In this area Amerada has been producing and marketing in a big way. The company has a contract for natural gas delivery to Montana-Dakota Utilities that should bulge total gas sales to 38 million CF daily by late 1962.

Prospects here are further brightened by a new major finding in what is called the Antelope Field, just a few miles from the original discovery.

In 1960 new discoveries of consequence included a gas field in Solana County, California, a gas well in Zapata, Texas, two successful wells in the La Blanc field in Louisiana. In Canada, Amerada has brought in 20 oil wells in the Willesden Field, Alberta, in a six-mile area, and made a number of significant discoveries elsewhere in the Province. Drilling on a large tract (3,450,000 acres) in the Yukon has, so far, been unproductive.

Foreign drillings are under way in such remote areas as Somaliland, Tunisia, Australia and Guatemala, but by far the most important overseas development has been in Libya.

## Productive Desert Sands

Amerada was an early bird in Libya. As far back as 1953 the company started geophysical exploration and, by 1955, had staked out a 62 million acre claim—almost 100,000 square miles—with two equal partners, Continental Oil and Ohio Oil. This three-way company is Conorada Petroleum. In 1958 a major discovery, Concession 32, seventy-five miles South of the Mediterranean, opened up an oil and gas field with oil reserves already estimated at above 650 million barrels. Some 37 wells have been completed in this area now called the Dahra Field including some lush ones delivering as much as 500 barrels an hour. Other discoveries within 250 miles indicate the existence of other rich oil fields.

All this is very exciting and holds high promise of great future profitability. The arrangements with the Libyan Government are satisfactory—a 50-50 split. A 300,000 barrel per day pipeline is being built from Dahra to a seaport El Sider from whence the oil will move to European markets. This will go "on stream" in 1962, and Amerada will own one-third of it.

The advantages of Libyan oil over that from the Middle East are most important in the European market. A shorter distance should save roughly 40 cents a barrel in shipping costs. Libyan oil has a lower sulphur content than Arabian oils and is thus easier to refine. For Amerada, which has had no Middle East oil acreage at all, the Libyan venture opens up an exciting new outlet. European oil demand is expanding at the rate of 8% annually (against about 3% currently in the U. S.). It is actually difficult to describe the earnings that this extensive Libyan project can deliver to Amerada in the years to come.

## Other Revenues

Other facets of earning power in the Amerada picture would include an underground storage facility for liquefied petroleum gas being built in Western Minnesota in partnership with Signal Oil. This will be completed by next summer. Amerada also owns a half interest in a natural gasoline extraction plant in Tioga, North Dakota, that can process 48 million CF of gas per day.

More important than these is Amerada's ownership of 489,000 shares of Louisiana Land common. This is carried on the books at a cost of \$58,246 yet it is worth, in the market, about \$33 million and paid \$880,000 in dividends last year.

## Financial Strength

The financial position of Amerada is a banker's dream. At the 1960 year-end net working capital was \$67¼ million, up \$9 million from the year before, and representing almost a 9 to 1 current ratio.

Amerada has been a dependable dividend payer. Policy has been to distribute about 50% of net (and roughly 20% of cash flow) in cash. Amerada was one of the few oil companies to increase its dividend recently. Last year the quarterly payout was advanced from 50 cents to 65 cents and the present indicated \$2.60 rate should easily be maintained on earnings of about \$4.60 this year and a cash flow of over \$9 a share.

Amerada has for the past decade been exceedingly popular among institutional investors and has been, during most of that period, the oil stock most widely held by mutual funds.

Because of its unique dedication to the finding and delivery of oil, unalloyed by refining or marketing operations, its outstanding success in locating and bringing in rich oil fields, and its steadily rising net worth, Amerada has become one of the most respected of oil equities. To its successes in the past are now added the bright prospects of broadened hydrocarbon merchandising in North Dakota and rich revenues from Libyan sands. At 82 the shares are well below the 1961 high of 93½ and far below the 1957 top of 147½.

## First Nat'l City Opens Exhibit

First National City Bank of New York has opened to the public a permanent exhibition telling "The Story of Banking" through a series of graphic displays.

First of its kind, the exhibition is located in the bank's Uptown Headquarters Bldg. at the ground floor corner of Park Avenue and 54th Street. It will be open to the general public six days a week with hours of 10 a.m. to 6 p.m. Monday through Friday and 10 a.m. to 3 p.m. on Saturday.

Utilizing imaginative display techniques such as push button activation, lighted panels, moving lights, films and telephones, the exhibition illustrates all phases of banking from the ways in which banks serve people to the role of credit control under the Federal Reserve System.

## Form Optimum Fund

Optimum Fund, Inc. has been formed with offices at 122 East 42nd Street, New York City, to engage in a securities business. Officers are Teddy Cohn, president, Hyman Askowitz, secretary, and Berthold Danziger, treasurer.

## With Geo. D. B. Bonbright

SYRACUSE, N. Y.—John R. Halsey has become associated with George D. B. Bonbright & Co., State Tower Building as sales manager.

This is not an offering of these Debentures for sale, or an offer to buy, or a solicitation of an offer to buy, any of such Debentures. The offering is made only by the Prospectus.

\$9,551,900

## The American Distilling Company

4¾% Subordinated Debentures, due November 1, 1986

(Convertible until November 1, 1971)

Rights, evidenced by Subscription Warrants, to subscribe for these Debentures in the ratio of \$100 principal amount of Debentures for each 10 shares of Common Stock, have been issued by the Company to holders of its Common Stock of record October 17, 1961, which rights expire November 1, 1961, as more fully set forth in the Prospectus.

Subscription Price 100%

The several Underwriters have agreed, subject to certain conditions, to purchase any unsubscribed Debentures and, during and after the subscription period, may offer the Debentures as set forth in the Prospectus.

Copies of the Prospectus may be obtained from any of the several underwriters only in states in which such underwriters are qualified to act as dealers in securities and in which the Prospectus may legally be distributed.

## Blyth & Co., Inc.

Eastman Dillon, Union Securities & Co.	Glore, Forgan & Co.
Goldman, Sachs & Co.	Smith, Barney & Co.
A. C. Allyn and Company	Dean Witter & Co.
R. W. Pressprich & Co.	Ladenburg, Thalmann & Co.
Bache & Co.	Salomon Brothers & Hutzler
Robert W. Baird & Co.	Wertheim & Co.
McDonald & Company	Blunt Ellis & Simmons
Walston & Co., Inc.	Schwabacher & Co.
Chapman, Howe & Co.	William R. Staats & Co.
Stein Bros. & Boyce	Bosworth, Sullivan & Company, Inc.
	Irving Lundborg & Co.
	Newhard, Cook & Co.
	Sutro & Co.
	Stern, Frank, Meyer & Fox

October 19, 1961.

This is not an offering of these shares for sale, or an offer to buy, or a solicitation of an offer to buy, any of such shares. The offering is made only by the Prospectus.

428,981 Shares

## Northern Natural Gas Company

Common Stock  
\$10 Par Value

Rights, evidenced by Subscription Warrants, to subscribe for these shares at \$35 per share have been issued by the Company to holders of its Common Stock of record October 17, 1961, which rights expire October 31, 1961, as more fully set forth in the Prospectus.

The several Underwriters have agreed, subject to certain conditions, to purchase any unsubscribed shares and, during and after the subscription period, may offer shares of Common Stock as set forth in the Prospectus.

Copies of the Prospectus may be obtained from any of the several underwriters only in states in which such underwriters are qualified to act as dealers in securities and in which the Prospectus may legally be distributed.

## Blyth & Co., Inc.

Eastman Dillon, Union Securities & Co.	Glore, Forgan & Co.	The First Boston Corporation
Harriman Ripley & Co.	Kidder, Peabody & Co.	Goldman, Sachs & Co.
Merrill Lynch, Pierce, Fenner & Smith	White, Weld & Co.	Lehman Brothers
Stone & Webster Securities Corporation	White, Weld & Co.	Smith, Barney & Co.
Drexel & Co.	Hemphill, Noyes & Co.	Dean Witter & Co.
W. C. Langley & Co.	Lee Higginson Corporation	Hornblower & Weeks
Paine, Webber, Jackson & Curtis	Clark, Dodge & Co.	F. S. Moseley & Co.
W. E. Hutton & Co.	A. C. Allyn and Company	Dominick & Dominick
A. G. Becker & Co.	Blunt Ellis & Simmons	Robert W. Baird & Co.
Kalman & Company, Inc.	Kirkpatrick-Pettis Company	Hallgarten & Co.
The Milwaukee Company	Piper, Jaffray & Hopwood	McDonald & Company
William R. Staats & Co.	Stern Brothers & Co.	Shearson, Hammill & Co.
G. H. Walker & Co.	Baker, Weeks & Co.	Storz-Wachob-Bender Co.
Caldwell Phillips, Inc.	Chiles-Schutz Company	Burns, Potter & Company
Crowell, Weedon & Co.	Cruttenden, Podesta & Co.	Richard W. Clarke Corporation
Eugene C. Dinsmore	Ellis, Holyoke & Co.	J. M. Dain & Co., Inc.
Estes & Company, Inc.	Halle & Stieglitz	Elworthy & Co.
Lamson Bros. & Co.	Irving Lundborg & Co.	J. J. B. Hilliard & Son
Newhard, Cook & Co.	Pacific Northwest Company	McCormick & Co.
Schwabacher & Co.	Harold E. Wood & Company	Quail & Co., Inc.
	Woodard-Elwood & Company	

October 18, 1961.

## Some Financial Aspects Of the Paper Industry

By Walter P. Stern,\* Partner, Burnham & Co., New York City.  
Members: New York and American Stock Exchanges

Renewed investor interest in the paper industry, which paradoxically has had a poor earnings performance in the past four years in the face of inelastic demand for its products, can only be sustained by recapturing the real growth profits trend—not just by growth in tonnage, sales or assets. Accompanying this warning to the industry is a table covering 15 leading companies' 5-year and 10-year average earnings, sales, and earnings per share. Mr. Stern censures the choice of goals by top management, suggests how to improve earnings, and cautions that unless earnings improve it will be difficult to obtain future equity capital.

The professional investor's view of the paper industry has in recent years undergone a change. In the late 40's there was very little interest in the industry; in the early 50's the paper industry was generally regarded as "cyclical"; paper stocks as a whole sold at about seven to eight times earnings. By the middle 50's paper stocks had caught on as "growth" stocks and had moved up to perhaps 12 to 15 times earnings. In recent years earnings have been so uncertain that it is hard to say at what price-earnings ratios paper stocks now sell. There are now three distinct attitudes toward the industry: it is regarded in some quarters as "cyclical" and in some quarters as a "growth" industry; the predominant attitude is now that it is a "cyclical-growth" industry. The institutional investor is, in any event, quite disillusioned with the earnings performance of the past few years.

Approaching the industry from another point of view, in the early 50's most paper company executives discussed earnings prospects rather freely. By 1955-57 at the height of industry optimism, it was rather easy to get from top executives firm projections of new planned capacity; from these it was the prevalent



Walter P. Stern

fashion to run out earnings projections based on an estimate of a certain profit per ton or per sales dollar. Over the last four years, management guesstimates have been almost completely lacking. Most executives are not unwilling to project earnings: in most cases they just do not seem to know what their companies will earn. In seeking an explanation for this inability to forecast earnings, there are three usual answers given:

- "Unsatisfactory cost-price relationships",
- "Too much capacity", and/or
- "Severe price competition."

**Why Do These Conditions Exist?**  
These explanations present somewhat of a paradox since under theoretical economics the basic factors of the industry would not seem to indicate unstable prices. The industry enjoys:

- (1) Abundant, low-cost, self-replenishing, raw material.
- (2) Relatively stable and growing demand with little cyclical fluctuation.
- (3) Extremely high capital requirements with resulting difficulty of entry.

An economist looking at these factors in the abstract would characterize this as a situation with inelastic demand where the probabilities would favor stable prices.

In addition, the industry has not in the past been plagued by newcomers (although this situation may be changing); has an excellent trade association with perhaps as good statistics on supply and demand as are available in any industry; and the majority of

companies in the industry are publicly held with apparent responsibility to shareholders.

The existence of these basic factors raises the question as to why unrealistic price cutting does exist. From my point of view it would seem that there are two major reasons:

(1) **Inadequate or simply "lousy" Costing**—much of the planning for new capacity has been done with costs predicated on full 7-day operations—with prices determined accordingly. Some companies seem to have no real costing by product at all—and pricing policies reflect this.

In doing planning for the future, the industry would be a lot better off if they assumed that "normal" operations would be less than full 7-day operations, determined costs on such a basis, and made "return on capital" calculations in planning new capacity accordingly. I would guess that for 1962 maximum operating rates will be something like 89-90% on a 6-day basis and as low as 83-85% on a 6½-day basis. These would seem to be more realistic figures on which to base "return on capital" calculations than 100% rates.

(2) **Top management decisions appear to be made on a basis other than whether a move will create earnings or earnings per share**—looking at the industry from the outside, considerations of prestige, size, share of market, utilization of raw material supply or pulp resources, seem to predominate management thinking.

### 5-Year and 10-Year Performance Sales, Earnings, Earnings Per Share 15 Leading Companies in Printing and Writing Paper

Company	\$ Million Sales Ave.			\$ Million Earnings Ave.			Earnings Per Share Ave.		
	'49-50	'54-55	'59-60	'49-50	'54-55	'59-60	'49-50	'54-55	'59-60
Champion Papers, Inc.*†	\$95.7	\$144.7	\$303.3	\$9.7	\$11.7	\$11.2	\$2.10	\$2.54	\$1.80
Crown Zellerbach Corp.	198.9	398.9	540.5	22.1	40.3	39.7	2.39	2.85	2.79
Giatteller (P. H.) Co.	10.4	17.6	26.8	.8	1.9	2.4	1.95	3.27	3.29
Great Northern Paper Co.	33.5	50.3	59.9	4.6	4.6	2.5	4.60	4.22	2.39
Hammermill Paper Co.*	21.2	35.2	78.2	1.5	2.4	3.5	1.67	2.25	2.31
International Paper Co.*	457.0	798.7	1,021.4	59.2	83.1	77.6	1.64	2.15	1.93
Kimberly-Clark Corp.*‡	127.9	254.8	407.1	10.4	22.1	30.9	2.47	2.84	3.39
Mead Corp.*	85.1	155.9	335.3	4.9	8.8	13.9	1.95	2.56	2.61
Minnesota & Ontario Paper Co.	47.6	71.6	87.5	4.3	6.8	5.9	1.69	2.62	2.29
Nekoosa-Edwards Paper Co.	17.8	31.4	45.5	1.4	2.5	2.8	.73	1.39	1.56
Oxford Paper Co.	43.0	55.3	75.4	2.6	3.6	2.5	2.70	4.01	2.02
St. Regis Paper Co.*	141.1	229.0	520.9	8.6	17.0	26.0	1.44	2.68	2.42
Union Bag-Camp Paper*	72.9	128.8	196.9	9.2	14.1	18.8	2.04	2.23	2.48
Warren (S. D.) Co.	30.8	51.5	71.5	2.1	2.3	5.1	1.10	1.62	2.37
West Virginia Pulp & Paper Co.*§	92.0	170.5	241.7	10.6	14.4	**11.4	2.78	2.83	**2.14

\* Includes important acquisitions.

\*\* Excludes profit on sale of subsidiary.

† Year ends following March 31.

‡ Year ends following April 30.

§ Excluding non-recurring profits in 1955 and 1960.

¶ Year ends October 31.

	Median Percent Increase		
	Sales	Earnings	Earnings Per Shr.
Last 10 years	+170%	+92%	+30%
Last 5 years	+60%	+18%	+12%

There is much too much willingness to look at growth of sales, tonnage, assets or market position rather than earnings or earnings per share. Decisions almost always seem to be made from the point of view of production—whether or not the product can be sold, or at what price, or whether the company can make a profit selling it, seem to be secondary considerations. As a result prices for new products seem to be established as "dumping" prices rather than prices based on real costs.

#### Recent Record Poor

While one cannot be sure what the reasons for this poor performance are, it is certain that the record—particularly over the past four years—has been very poor. There has been an excellent growth in sales, tonnage and assets, but a very poor earnings performance. Both absolute profits and profits as a percent of sales have declined sharply. In fact, in only one year since 1955 has the industry as a whole achieved better than a 10% return on assets.

More than \$2 billion has been put into new plant by the overall domestic paper industry between 1956 and 1960. In this period sales have gone up some 15% but overall earnings—despite the \$2 billion put into new plant—have actually declined by 10% from 1956 to 1960. In this period, the only bright spot has been cash flow which has gone up some 6%; however, on Wall Street we do not pay as much attention to cash flow as perhaps we should. An examination of sales and earnings of 15 of the largest publicly held paper companies active in printing and writing paper, shows that they have done somewhat better than the overall paper industry; their performance, however, still is pretty poor, especially in terms of per share earnings.

	Median % Incr.—15 Cos.—Earnings		
	Sales	Earnings	Per Shr.
Last 10 years	+170%	+92%	+30%
Last 5 years	+60%	+18%	+12%

Aside from commenting on the rather poor statistical showing, a comment on prices seems in order. Until fairly recently prices and, incidentally, profits, went up when operating rates were around 85%; prices were stable at 80-85% of capacity; and they did not decline until operating rates declined into the 70's. Now there is considerable price cutting with operating rates at better than 90% and it seems that operating rates have to be higher than 95% for price increases to take effect and stick.

As compared to this, the steel industry has enjoyed stable prices at 50% of capacity and there has been much talk about raising prices with operations currently at about 70% of capacity. In the automobile industry in past years manufacturers have sold only a little over 5 million cars with a capacity to produce perhaps 8-9 million automobiles; despite in-

ventories which have run as high as 1 million unsold cars, there has been no price cutting by the auto manufacturers. In the cigarette industry it is claimed there is no collusion because they have had something like five price changes in five years; I think you will agree that it is not impossible to have five price changes in an afternoon in the paper industry. All of these industries compete but do not have unrealistic price cutting. The government put some Westinghouse and G. E. men in jail several months ago for violating the 11th Commandment—"Thou Shalt Not Get Caught." Had these companies used simple price leadership no-one would have gone to prison.

I am afraid I can offer nothing constructive on what might solve the price problems of the industry, but it certainly does raise a paradox of why, with an elastic demand, there is such severe price competition in the paper industry.

There are perhaps some further explanations for the poor performance of the paper industry. The industry has probably had it "too good"; demand has been too stable—not since the 1930's has the industry really had the problems of a cyclical industry. As a result, the industry has forgotten pricing discipline. In addition, there have been very few real changes in paper making machinery; machines do not ever seem to go out of production. However, I think probably the main problem is that the goals of top management are not always the right ones, at least by Wall Street standards; too much attention is paid to size, sales and volume; too much attention is paid to production—not enough to selling; and certainly there is not enough attention paid to earnings and earnings per share.

#### Some Observations and Conclusions

From the point of view of the outside shareholder the paper industry has done only a mediocre to barely adequate job—particularly over the last four years. Now, with a business recovery apparently well under way, there is renewed investor interest in the industry. There are a few institutions buying paper stocks as a "cyclical" or even "cyclical-growth" play. However, the paper companies have lost most of their appeal as "growth" investments. In fact, there is a real disillusionment on the part of the investment community with the industry's ability (or lack of ability) to show any real sustained growth in profits. As a result, many institutions are now using and will use any strength in the paper stocks, not as an opportunity to increase their investments in the industry but as an opportunity to reduce or get out of their holdings.

There is no question that if the industry wants to continue to put in new capacity it will need more

This is not and is under no circumstances to be construed as an offer to sell, or as an offer to buy, or as a solicitation of an offer to buy, any of the securities herein mentioned. The offering is made only by the Prospectus.

October 19, 1961

## 120,000 Shares Panoramic Electronics, Inc. Common Stock

Price \$11 per share

Copies of the Prospectus may be obtained in any State only from such dealers participating in this issue, including the undersigned, as may legally offer these Securities under the securities laws of such State.

HAYDEN, STONE & Co.

money in the future. Some of this will have to be equity money. There is also no question that future equity money, as a result of past poor earnings performance, will be considerably harder to come by. It will certainly be more "expensive" to obtain since investors are likely to give a lower appraisal to earnings and earnings prospects than they have in the past. What will win back renewed investor interest is not growth in sales of assets or tonnage, but a good earnings performance. At the moment, unfortunately, there seem to be little prospect of a sustained improvement in earnings.

There is, unfortunately, no easy near-term solution to the industry's problems. However, we are now apparently going into a period of improved business and a possible boom. I would therefore respectfully submit that in considering coming moves, such as planning for new machines, added capacity, and the like, the industry should:

(1) Use Realistic Costing—Sharpen its pencils in doing planning and figure whether or not it will really make a profit in putting in new capacity;

(2) Consider not only the production side of new product planning but also the merchandising side how it is going to sell additional tonnage and at what price;

(3) Pay attention to how a proposed move will pay off in terms of earnings and earnings per share rather than sales, tonnage or share of market.

If present business forecasts are correct, the industry will have an opportunity to re-consider all of these factors. I hope, in doing so, it will think of outside shareholders. If it does not it may be faced with a real antipathy on the part of the investor in the future. This could prove very costly in terms of raising future money. In some cases equity money may not be available at all on terms considered equitable.

I wish there were some easy answer to the problems of the industry; I am afraid there is not. Basically it is a good industry—I hope it will do what it can to make it live up to its potentials.

\*An address by Mr. Stern before the combined meeting of the Printing Paper Manufacturers Association and the Writing Paper Manufacturers Association, White Sulphur Springs, West Virginia, October 4, 1961.

## Named to Head Fund Drive Div.

Walter C. Klein, President of the Bunge Corporation, will serve as 1961-62 Chairman of the Export-Import Division of the New York Arthritis and Rheumatism Foundation, it was announced by the Foundation's President, Edward Allen Pierce of Merrill Lynch, Pierce, Fenner and Smith Inc.

Mr. Klein is launching a drive within the export-import trade to raise funds for the Foundation's metropolitan area program.

## Garat, Polonitza Adds T. K. Euper

(Special to THE FINANCIAL CHRONICLE)

LOS ANGELES, Calif.—Thomas K. Euper has become associated with Garat & Polonitza, 9229 Sunset Boulevard, members of the Pacific Coast Stock Exchange. Mr. Euper was formerly with Keon and Company and Harbison & Henderson.

### Security Planning Office

TAMPA, Fla.—Security Planning, Inc. has opened a branch office at 215 Madison Street under the management of James G. Somerville.

# Will Trade Unions Nullify U.K.'s Common Market Aims

By Dr. Paul Einzig

The unpredicted, gratifying mutual desire on the part of Britain and the EDM to come to membership terms and the overwhelming Conservative party's endorsement to that move assures successful entry but spalls trouble. That trouble, Dr. Einzig anticipates, is seen arising from British labor's hostile, uncooperative reaction to the short-run economic problems involving UK's capacity to compete. Unless labor cooperates with British firms ability to compete, Dr. Einzig fears Britain's entry into the Common Market will doom her to economic decline. The only other way to bring sense to the trade unions, he adds, would be large scale unemployment resulting in inefficient firms' bankruptcy brought on by ECM competition.

LONDON, Eng.—For the first time since the conclusion of the Rome Treaty we may now feel justified in viewing with optimism the prospects of Britain becoming a member of the E.E.C. During the last few days it has become evident (a) that France and other E.E.C. countries are now much more favourable towards Britain's admission than it had appeared until recently; and (b) that the British Conservative Party is not as strongly opposed to the Government's decision to join the Common Market as it was believed to be.

At the Paris meeting of Ministerial representatives of Britain and of the E.E.C. the atmosphere was one of understanding towards each other's difficulties. While there is bound to be much hard bargaining, it will take place in that atmosphere and against a background of mutual desire to come to terms. Even Professor Erhard, hitherto implacable enemy of Britain's admission, appears to have changed his attitude.

Britain is prepared to make an important initial gesture of goodwill by agreeing to a 20% cut of import duties on the entire range of goods on which the E.E.C. is prepared to reduce its external tariff. This will reduce the extent of discrimination in favor of trade within the E.E.C. from 30% to 10% until January, 1962, when it will be widened to 20% instead of 40%. This should facilitate the negotiations, as the atmosphere is not embittered by a feeling of trade war.

At the annual conference of the Conservative Party at Brighton on Oct. 12, a resolution in favor of joining the Common Market, subject to safeguards, was passed by a majority of 100 to one. This majority was most unexpected. Right to the very last moment the chances of a Government defeat were considered to be about even. It is true, in the course of debate Government spokesmen strongly reaffirmed their pledge to insist on safeguarding vital interests of the Commonwealth, the E.F.T.A. and British agriculture. Even so, those pledges were declared before now on many occasions and there was nothing new in turn, although this time they were re-stated more emphatically.

What must have influenced the attitude of the Conservative delegates was the growing menace of the Berlin crisis, which made it appear imperative to make a gesture indicating a Western European united front.

It is of course possible that in the course of the talks the Government may make concessions which, in the interpretation of many Conservatives, conflicts with the above pledge. In that case opposition to the proposed agreement would revive. But on the basis of the Brighton experience it now seems certain that, unless really vital Commonwealth interests are sacrificed, the traditional Conservative Party discipline will prevail. So the Government's negotiators are now in a

position to proceed without having to fear a "stab in the back."

Whatever economic effect Britain's admission to the E.E.C. may mean in the long run, it is certain to create more problems than it will solve in the short run. It is bound to aggravate the balance of payments position. A small but very significant foretaste of this was provided by the brief experience derived from the operation of the E.F.T.A. Statistics show that British imports from other E.F.T.A. countries increased this year twice as much as British exports to E.F.T.A. countries. Britain's trade deficit with E.F.T.A. countries widened appreciably. There is every reason to believe that the same experience would repeat itself on an infinitely larger scale if and when Britain should join the E.E.C. Evidently, Britain's capacity to compete, whether in the domestic market or abroad, is less favourable than that of continental Western Europe.

Moreover, it is to be feared that the necessary reallocation of manpower resulting from admission to the E.E.C. would be a slow and painful process. Efficient British industries would gain markets, but inefficient British industries would lose markets. This is of course in accordance with the free-trade doctrine laid down by Adam Smith. But in Adam Smith's time there was no trade unionist dictatorship. The transfer of redundant labor from the inefficient to the efficient indus-

tries would be resisted to the utmost in existing conditions in Britain.

There would be strikes, ban on overtime, shorter working week, go-slow, more featherbedding, all for the purpose of spreading the reduced volume of work over the same number of workers, rather than release them and make them available for the expanding efficient industries. The latter, in order to attract the required number of hands, will have to offer higher and higher wages. The result will be that the inefficient industries will be even less efficient and the efficient industries will become less competitive.

The conclusion is that, whether or not Britain will join the Common Market, she is doomed to economic and political decline unless the trade unions can be brought to their senses. If this cannot be achieved through appeal to their reason reinforced by hard money policy, it will be done in the hard way as a result of large-scale unemployment resulting from the wholesale bankruptcy of inefficient firms which will be ruined by increased competition on the part of the E.E.C. countries.

### T. C. Sharp Opens

(Special to THE FINANCIAL CHRONICLE)

LOS ALAMITOS, Calif.—Thomas C. Sharp, Jr. is conducting a securities business from offices at 3332 St. Cloud Drive.

### With Calif. Investors

PAKERSFIELD, Calif.—Cosmon J. Polite has joined the staff of California Investors, 2601 F Street. He was formerly with B. C. Morton & Co.

### Calif. Investors Adds

SAN DIEGO, Calif.—Joseph M. Elson has been added to the staff of California Investors, 1956 Fifth Avenue.

### Joins Calif. Investors

SHERMAN OAKS, Calif.—Hartley E. Barber has become connected with California Investors, 14306 Ventura Boulevard. He was formerly with Christensen & Co.

## Thomas J. Euper With Pac. Coast

(Special to THE FINANCIAL CHRONICLE)

LOS ANGELES, Calif.—Thomas

J. Euper has become associated with Pacific Coast Securities Company, 215 West Seventh Street. Mr. Euper who has been in the investment business in Los Angeles for many years has recently been with Keon and Company Inc. and Hornblower & Weeks.

Keon and Company Inc. and Hornblower & Weeks.

## Sprayregen, Haft To Admit Two

Sprayregen, Haft & Co., 26 Broadway, New York City, members of the New York Stock Exchange, on November 1st will admit Lawrence L. Preiss and Robert Ansorge to partnership.

### Alkow & Co. Inc.

Alkow & Co., Inc. is engaging in a securities business from offices at 50 Broadway, New York City. Officers are Jacob M. Alkow, president; Michael Berg, vice-president; and Vera Alkow, secretary.

### Form Axtel Planning

JAMAICA, N. Y.—Axtel Planning Corporation is conducting a securities business from offices at 172-13 Hillside Avenue. Officers are Leonard Gardner, president, and Irving Fields, secretary-treasurer.

### Forms Central Securities

DALLAS, Tex.—Sam Thompson is conducting a securities business from offices in the Meadows Building under the firm name of Central Securities Associates.

These securities were placed privately through the undersigned with institutions purchasing them for investment. They are not offered for sale and this advertisement appears as a matter of record only.

\$21,000,000

James Talcott, Inc.

\$10,000,000 Senior Notes due October 1, 1973

\$6,000,000 Subordinated Notes due October 1, 1973

\$5,000,000 Capital Notes due October 1, 1976

F. EBERSTADT & Co.

WHITE, WELD & Co.

October 18, 1961.

# A Practical Solution To the Silver Problem

By David Mishkin, Instructor of Economics, Fairleigh Dickinson University, Rutherford, New Jersey

Concise recapitulation of the silver problem and reasons for proposal to replace a portion of our silver certificates with Federal Reserve bank notes are given here. Author intends this to be a stop-gap measure to limit speculative fluctuations in the metal and to forestall devaluation via a silver price increase. Mr. Mishkin's long run cure envisions ultimate free trade instead of "artificial scarcity that past legislation has created for it." The economist predicts Treasury free silver supply will be exhausted within a year at the present withdrawal rate and Congress is primarily blamed for the dwindling supply of free silver.

Many today believe that a silver scarcity has developed and that an increase in the price of silver will soon be forthcoming. These analysts cite the dwindling supply of Treasury free silver and reason that if the Treasury is to replenish its silver supply it must raise its offering price. They fail to realize that the current silver problem is solvable without significant changes in the silver price and that past silver legislation was as inadequate for its day as their proposed extension of it is for today.

The solution here proposed—the replacement by Federal Reserve Bank Notes of silver certificates—is remedial, effective, and disarmingly simple. It is predicated upon the single observation that the current silver scarcity is not a scarcity of silver metal, but rather a distribution scarcity. This thesis is at once clarified and amplified by an historical analysis.

Since 1878 when the Bland-Allison Act set forth mandatory quotas for government silver purchase, silver mining interests have enjoyed the benefits of an extended silver demand created by the U. S. Congress to redress the "Crime of '73" the demonetization of silver.

Both the London Silver Agreement of Dec. 21, 1933 (which ordered the Secretary of the



David Mishkin

Treasury to purchase the entire newly mined domestic silver production at 64.64 cents an ounce, a price 50% above the then prevailing market price) and the Silver Purchase Act of June 19, 1934 (which reiterated the 1933 Agreement and further stipulated that the Secretary of the Treasury was to continue to purchase silver until a one to four ratio of silver to gold in the government's monetary stock was achieved), fostered expanded silver demand. As a result of these governmental actions two billion ounces of silver were purchased by the Treasury before it desisted in 1942, acknowledging that the inflow of gold from Europe virtually eliminated the possibility of achieving the 25% monetary stock ratio. Of the silver thus accumulated 410.8 million ounces were subsequently supplied to our Allies under Lend Lease agreements.

## 1946's Legislation

In 1946 several industrial groups which were forced to curtail their operations for lack of silver called upon Congress to enact legislation enabling the Treasury to sell unmonetized silver for industrial use. The Silver Industrial Use Act of July 31, 1946, authorized such sales while conceding to the mining interests that the Treasury would not purchase or sell domestic silver at less than 90.5 cents per fine troy ounce (the prevailing silver price was then 71.11 cents) and that there would be maintained in the Treasury an amount of silver of monetary value at least equal to the face amount of all outstanding silver certificates issued or to be issued. Thus, the

1946 Act answered industrial silver scarcity through redistribution of the existing silver stock and, in effect, amended the Silver Purchase Act which failed to allow Treasury silver sales.

The 1946 Act, however, failed on many counts: that the increase in the Treasury purchase price of silver increased domestic silver sales to the Treasury and not to the needy industrial users (for domestic producers preferred to sell to the Treasury at a premium); that it fostered a decrease, rather than an increase, in the available supply of silver on the free market (and thus fostered an upward trend in the world silver price); and, that it increased the industrial supply of silver only at the price of greatly increased silver cost. Thus, after 1946, domestic industry purchased largely imported silver—silver which was held back prior to the 1946 Act in the anticipation that the Act would foster higher silver prices. Treasury purchases of imported silver continued to be restricted under the 1934 Act.

Between August, 1946, and July, 1955, world silver prices trended upward, fluctuating widely due to short-term changes in the supply and demand structures for the metal. These fluctuations lessened as the world silver price approached and surpassed the new 90.5 cents peg so that it appeared to the casual observer that silver had indeed found its equilibrium price. What in fact occurred, however, was a gradual upward realignment of the world market silver supply function (due to decreasing domestic sales to the Treasury and hence increasing world market silver supply) to meet a relatively steady demand function, now free of the pressure exerted by Treasury silver purchases under the Act of 1946.

## World Market Price Since 1955

Since July, 1955, when the world market price of silver equaled the Treasury offer price, domestic silver mining interests have alternated between selling silver on the open market (when the open market silver price exceeded the Treasury offer price) and selling it to the Treasury (when the open market price dipped below the 90.5-cent level). As such, the rate at which silver bullion had been accumulating since 1956 decreased due to placement of silver on the world market, while the Treasury's free reserves rapidly increased, between

1956 and 1958, due to the return of lend lease silver.

In 1959 and 1960, the world market silver price recouped from its 1958 low and consumers of silver reverted to Treasury silver purchases at the 90.5-cent price. Notice that Treasury silver sales rose from 1.3 million ounces in 1958 to 30.5 million ounces in 1959 and that Treasury silver purchases decreased from 32.4 million ounces in 1958 to 4.7 million ounces in 1959, years when total world silver production was 205.7 and 184.0 million ounces, respectively.

## Predicts No Free Silver in a Year at Present Rate

To date in 1961, as in 1960, the Treasury bullion account has remained nearly static due to negligible silver purchases, while the free silver account has dwindled rapidly reflecting the negligible seigniorage (the difference between the \$1.29 statutory price and the 90.5-cent cost), sharply decreased lend lease returns, normal coinage requirements, and sales of silver to domestic consumers at the 1946 Act price. At the present rate of net withdrawal the Treasury free silver account should be exhausted within a year.

In contrast there are currently 1.74 billion ounces of silver bullion in the coffers of the Treasury. This bullion, of a monetary value equal to the face amount of all outstanding silver certificates, is restricted from coinage and sale under the 1946 Act which stipulates that silver certificates are to be issued against silver purchases, and that only the 30% seigniorage is to be credited to free silver, while the remainder is to be credited to silver bullion. Thus, scarcity amid plenty: less than one hundred million ounces of silver for Treasury use, amidst the nearly two billion ounces in the Treasury.

Silver scarcity, therefore, does not relate to a shortage of the silver metal itself, but rather to a distribution scarcity—the allocation of the existing silver supply without regard to silver demand.

## Absolves Treasury from Primary Blame

Many today ascribe to the Treasury responsibility for the dwindling supply of Treasury free silver, and assert that the Treasury must act to solve its problem. Truly the problem is primarily that of Congress and only marginally that of the Treasury, as responsibility for it rests with domestic silver producers (who fostered the existing silver legislation), and with domestic consumers (who, after years waiting, have covetously taken to benefit from it), and not with the Treasury.

The Treasury's position will soon parallel its early 1946 position when, although for other reasons, the Treasury could not sell silver and when foreign sources were withholding silver or selling it at premiums to the Treasury price in anticipation of government action that would foster higher prices. As in 1946, the Treasury today possesses an abundant silver stock and could, if directed by Congress, redistribute this stock, just as it redistributed the 1946 silver stock.

The Treasury, however, has been noticeably dormant. It has failed to utilize its discretionary power to rescind silver sales. It has failed to propose or encourage Congressional action. It has failed to act and as such appears to be acting wisely—for to rescind silver sales would be to encourage silver imports to invite a widely fluctuating silver price, to assure an increase in the domestic silver price, and hence, to discourage the creation by seigniorage of Treasury free silver—while to propose or encourage legislation would be to assume partisanship either with the producers seeking an augmented Treasury silver purchase price or with the consumers seek-

ing to maintain the status quo. Beyond this, the contingency that the silver problem be absolved should gold and silver reserves be entirely set aside, or should the XIMF plan be adopted, or should Communist China continue to disgorge their hoarded silver, reinforces the decision for no action. Furthermore, even if the Treasury sought to act, the precedent of Congressional action in the Acts of 1933, 1934 and 1946 strongly suggests that Congressional action would again be warranted in adjusting the silver offer price.

Congress, as the Treasury, however, appears reticent; for were it to enact a revivification of the 1946 Act, were it to increase silver sales to the Treasury at the expense of domestic silver consumers, it would be countermanding Presidential trade policy by inviting rapid increases in silver imports and concurrently a deterioration in our balance of trade. The recent proposal to aid domestic zinc and lead producers by augmenting the Treasury silver offer price is but the revivification couched in other terms.

## The Proper Course of Action

What course, then, shall Congress pursue? Congress may petition the President to utilize the \$500,000 appropriated for his discretionary use under the Silver Purchase Act to pay the difference between the Treasury offer price and the open market price so as to allow Treasury silver purchases on the open market without augmenting existing legislation. Or, Congress may legislate Treasury purchases of silver on the open market to fulfill Treasury free silver needs. Both these actions, however, are unlikely for domestic producers and consumers are reluctant to adopt measures fostering wide-range speculative fluctuations in silver price.

Under the precedent established by the Pittman Act of 1918, Congress could again direct the Secretary of the Treasury to replace a portion of our silver certificates with Federal Reserve Bank Notes and so liberate Treasury silver bullion now for use as free silver. Admittedly, such action would involve seigniorage losses for the Treasury and would eventually render all our legal tender (including the present silver certificates) redeemable only in our so-called lawful money, but it would at the same time allow the Treasury to utilize available silver bullion and thus to conserve on silver purchases and discourage imports.

Furthermore, silver certificate convertibility would rapidly decrease current silver purchases by obviating consumer stockpiling at the 90.5-cent price and by dampening speculative purchases predicated upon an increase in Treasury silver price. It would lighten the world silver consumption-production deficit by assuring constant additions to world supply concurrent with only minor withdrawals. As such, significant increases in the world open market silver price would not be anticipated, despite anticipated increases in world demand.

In detail, convertibility into Federal Reserve bank notes would allow domestic silver production and consumption to return to their projected rates of increase with domestic producers benefiting from sales to the open market at a premium to the Treasury offer price (and being assured of the 90.5-cent offer should silver prices again decline as in 1958), and with domestic consumers guaranteed silver at the existing 90.5-cent price, or perhaps the existing 90.5-cent price plus a silver profits tax on the difference between the world market price and the Treasury offer price. Sufficient silver is extant (as Treasury silver bullion) to permit convertibility for

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twenty years at double the current annual free silver sales.

#### To Prevent Silver Devaluation

The conversion of silver certificates to bank notes, however, is not here suggested as a long-term measure. Rather, it is proposed as a stop-gap designed to limit speculative fluctuations in silver and to avert the indirect devaluation of our silver-backed currency through an increase in the Treasury offer price. The final resolution of the silver problem rests not with convertibility but with the ultimate free trade of the metal upon the world market. All prior resolutions must be assessed in light of this ultimate goal and must seek to absolve silver from the artificial scarcity that past legislation has created for it.

### N. Y. Analysts Packaging Seminar

"The Evolution and Future of Packing" will be the theme of a unique seminar, the first in this field, to be held under the auspices of the New York Society of Security Analysts, at 15 William St., New York City, Nov. 1st, 8th, 15th and 21st. Organized by Interchemical Corporation, the seminar will consist of four separate sessions, each beginning at 3:40 p.m., approximately one and one-half hours in length.

Cooperating with Interchemical in the presentation of the four sessions will be prominent companies which have pioneered in the development of products and services in the \$20 billion packaging field. A spokesman for the Educational Committee of the New York Society of Security Analysts will host each session.

At the initial meeting on Nov. 1, LIFE Magazine will make a visual presentation depicting the spending patterns of the American consumer and the giant potential of the packaging market as affected by shifts in population, distribution of wealth, working habits, levels of education and tastes and other factors. Walter Johnson of the marketing services staff at LIFE will narrate the presentation.

### James Talcott Priv. Note Sale

James Talcott, Inc., the country's largest independent industrial finance company, has announced the placement with institutional investors of senior, subordinated and capital notes totaling \$21,000,000.

The issues are: \$10,000,000 senior notes, due Oct. 1, 1973; \$6,000,000 subordinated notes, due Oct. 1, 1973, and \$5,000,000 capital notes, due Oct. 1, 1976.

F. Eberstadt & Co. and White, Weld & Co., New York City, assisted in the placement.

The company with offices at 225 Park Ave., South, New York City, provides commercial financing for industries in the United States and abroad, industrial time sales financing, factoring, rediscounting for finance companies and equipment lease financing, and financing of business mergers and acquisitions.

### Two With Hornblower Co.

(Special to THE FINANCIAL CHRONICLE)

DENVER, Colo. — John W. Post and William A. Ringer have become associated with Hornblower & Weeks, 650 Seventeenth Street. Mr. Ringer was formerly with Lowell, Murphy & Co., Inc.

### Hassett & Wolkind Opens

BUFFALO, N. Y. — Hassett & Wolkind Inc. is conducting a securities business from offices at 1101 Walbridge Building.

## The Security I Like Best

Continued from page 2

Nov. 30, 1962 could be around \$2.25.

The company's balance sheet position is good with current assets of about \$6.5 million compared with current liabilities of \$2.1 million as of Aug. 31, 1961.

The capital structure as of the latest available figures, Aug. 31, 1961, shows \$1.5 million in long term debt and 550,000 shares outstanding. There are also warrants which, if exercised, would add 60,000 shares as well as options for 30,000 shares. At the time of the original offering 32% of the equity was sold to the public with Cleveland Pneumatic Industries Inc., a privately-owned company, retaining 68%.

Taking all of these factors together, which involves the programs in which the company is engaged, proof of the company's ability to develop earning power, and the reasonableness of the price earnings multiples applicable to earnings for fiscal 1961 and projected fiscal 1962, I believe these shares have marked appeal, albeit speculative, for capital gains. The stock is traded in the Over-the-Counter Market.

### Corp. Bond Traders Annual Dinner

Past Presidents of The Corporation Bond Traders Club of New York were honored for services rendered with the presentation of gold medallions by

Frederick R. Eisele, a partner in Freeman & Co. and the President of the Club, at the organization's 26th annual dinner, held in the Roosevelt Hotel, New York City. Founded in 1934, membership of the Club is comprised of corporate bond traders and underwriters.

Other officers are Thomas E. Feeley, of Goodbody & Co., Vice-President; John J. Meyers, of John J. Meyers & Co., Secretary; and Vincent Hurley, of Bache & Co., Treasurer. J. Andrew Hachtman, of Wood, Struthers & Co., is the Club's Chairman of Arrangements.



Frederick R. Eisele

#### Offers Lecture Meeting

Butler, Herrick & Marshall has announced that a lecture meeting and discussion entitled "Planning For Retirement" will be held in each of its suburban Long Island branches on Thursday evening, Oct. 26, 1961, at 8:00 p.m.

This lecture will highlight the necessity facing everyone, women, as well as men, of providing for their later years to assure the maintenance of income to support living standards and financial security in this time of ever increasing inflationary pressures.

These meetings in each of Butler, Herrick & Marshall's eight (8) Long Island offices on Oct. 26 will be conducted by the manager of the office and a question and answer period will follow the discussion.

#### With Shearson, Hammill

(Special to THE FINANCIAL CHRONICLE)

SAN FRANCISCO, Calif. — John C. Leathers is now affiliated with Shearson, Hammill & Co., 340 Sutter Street. He was formerly with Merrill Lynch, Pierce, Fenner & Smith Incorporated.

## Our Reporter on GOVERNMENTS

BY JOHN T. CHIPPENDALE, JR.

The money and capital markets continue to have a good tone, with the demand for the near-term liquid Government issues as sizable as ever, while the interest in the most distant Treasury issues is growing because institutional investors are being attracted to the return which is available in these bonds. Not only are switches being made out of non-Government bonds, but also out of common stocks by some investors into Treasury bonds because of the favorable return which is obtainable in the Federal securities.

Even though the domestic situation is given a key spot in the future determining of the monetary pattern, it now appears as though international developments, the balance of payments, and the position of the dollar could be more important in deciding the course to be taken by the monetary authorities. It is the opinion of money market specialists that nothing but orthodox policies will be followed to maintain the stability of the dollar and to foster our economic progress at home.

#### November Refunding Terms Discussed

The new money raising of the Treasury for 1961 is out of the way so the only other operation to be carried out by the Government now is the refunding of the 2½s of November 15th. This issue is outstanding in the amount of \$6,963,000,000. In all of its undertakings this year, new money raisings and refundings, the Government has been able to carry them out with practically no effect on the outstanding issues. It is evident that the Treasury would like to extend the average maturity of the Government debt and an issue coming due such as this one affords just such an opportunity. The kind of obligations the Treasury will use in meeting

this maturity involves some conjecture. However, it does appear as though there will be no real long-term bonds used in this impending regular refunding since the long-term sector of the Government bond market seems to be reserved for advance refunding operations almost exclusively.

In addition, the long-term Government bond market is a very small one since only a rather limited amount of Treasury bonds could be sold or would be exchanged for the issue coming due. Also, the Treasury has just put over an advance refunding and the market is now digesting the new supply of 3½s which come into being as a result of it.

Accordingly, it seems as though a long-term bond will not be part of the expected package regular refunding offer. Thru the process of elimination, there is left both the short-term and intermediate-term areas for the regular refunding operations. And one hears talk that the package deal will be made up of fairly short-term liquid issues, such as certificates and notes and a short bond, with the latter being the way in which the Treasury will extend the overall maturity of the Government debt.

#### Switching From Corporates to Governments Underway

Quotations in the bond market remain pretty much within the trading range where they have been of late and the tone is on the constructive side since there are no indications yet that the corporate new offerings are going to increase in any substantial amount and the tax-exempt issues are being fairly well taken in face of a supply that shows no signs of decreasing during the foreseeable future. There is still a good demand for selected corporate bonds, mainly new offerings, in

spite of the fact that prices of these obligations have risen to levels which makes the yield spread between them and the best bonds available, namely, Governments, rather narrow. Hence, the Federal issues should either be courting more favor soon or the corporate obligations should give ground (pricewise).

Because of the small yield spread between corporate bonds and Government bonds there are exchanges being made out of the non-Federal issues into selected Treasury bonds since certain institutional investors prefer the Government obligations under existing yield differentials.

The 3½s due 1990, which give a yield well above 4%, is the favored bond in the exchanges which are being made for corporate bonds, since it is the opinion of most bond market specialists that a yield spread of .30 basis points and even less in some cases in favor of the non-Federal bonds is much too small. Accordingly, they are switching into Government bonds with the aforementioned issue the leader in this movement which is gaining followers but has not assumed anything like runaway proportions yet.

#### Rate Stability Forecast

The fact that the commercial banks are in such fine liquid condition to meet the loan demand which will pick up as time goes along most likely means that the upward pressure on interest rates will be retarded somewhat. This is one of the reasons given by those money market experts who are looking for only a modest upward trend in borrowing costs in spite of the better economic conditions which are being predicted.

#### First Republic Branch

BROOKLYN, N. Y. — First Republic Corporation has opened a branch office at 261 Kings Highway under the management of Michael J. Cilmi.

#### Now S. C. Arthur Inc.

The firm name of S. Costell, Inc., 79 Wall Street, New York City has been changed to S. C. Arthur Inc.

\$50,000,000

### Public Service Electric and Gas Company

4¾% Debenture Bonds due 1981

Dated October 1, 1961

Due October 1, 1981

Price 102.345% and accrued interest

*This announcement is not an offer to sell or a solicitation of an offer to buy these securities. The offering is made only by the Prospectus which may be obtained in any State in which this announcement is circulated from only such of the undersigned and other dealers as may lawfully offer these securities in such State.*

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October 18, 1961.

## Bank of America Group Offers \$100 Million California Bonds

New issue of \$100,000,000 marketed by nationwide syndicate. Alan K. Browne cites importance to the State and investors of an orderly marketing and planned distribution of California's necessitous heavy borrowings.

A Bank of America N.T. & S.A. underwriting syndicate, which included the Chase Manhattan Bank and First National City Bank of New York, Oct. 18 purchased \$100,000,000 State of California State Construction Program Bonds.

The Bank of America group paid a premium of \$72,729 for a combination of 5%, 4%, 3 1/4%, 3.40%, 3 1/2%, 3.60%, 3.70% and 1/10 of 1% Bonds. The dollar bid was 100.072 and the net interest cost was 3.461%, which compared with a net interest cost of 3.8474% on \$50,000,000 of State Construction Program Bonds sold in April, 1961.

The bonds were reoffered on a scale to yield from 1.80%, out to a dollar price of par on the 3.70% bonds, according to maturity July 1, 1963-1986. The bonds due in 1987 were not reoffered. Bonds maturing 1983-1987 are subject to redemption at par, plus accrued interest on or after July 1, 1982.

The State Construction Program Bonds just sold are the second offering of election of 1958 bonds. Proceeds will be used to meet major building construction, equipment and site acquisition needs for departments of the State Government. Largest expenditures under the program are made on the campuses of the University of California and on the State College System.

### Views of Alan K. Browne

Alan K. Browne, Vice President in charge of the municipal bond department, Bank of America, said the bank is accustomed to competition in all phases of the banking business, including competitive bidding for municipal



Alan K. Browne

bonds, and is pleased to have submitted the most favorable bid.

The orderly marketing of California bonds in optimum amounts at regular intervals provides protection for both the underwriter and the investor, he said. The planned distribution of bonds through a nationwide group of investment dealers also makes for a stable secondary market, so necessary for investor confidence and the success of subsequent bond sales.

The continuing high volume of California Bond offerings requires the support of investors large and small if the State is to sell its issues successfully, he added. Because of its rapid growth, California sells more bonds each year than any other State, to provide needed facilities and services.

Mr. Browne pointed out that competitive bidding for bonds, while it does assure the lowest net interest cost to the State, does not always assure that bonds are an immediate sellout or that bonds can be distributed profitably. As examples he cited a State of California sale in June of 1956 and the recent State of Illinois offering.

In order to assure a broad market and ready acceptance for State of California bonds, the Bank of America and its associates over a period of 15 years have built up a large dealer group capable of selling them at prices favorable to the State, he said. In the past 12 months, the Bank and the underwriting groups it manages bought more than \$575 million of California State and municipal bonds.

### Joins William R. Staats

(Special to THE FINANCIAL CHRONICLE)

LOS ANGELES, Calif.—Walter D. Teare has joined the staff of William R. Staats & Co., 640 South Spring Street, members of the New York and Pacific Coast Stock Exchanges. He was formerly with Dean Witter & Co.

## Public Service Electric & Gas Debs. Offered

Halsey, Stuart & Co. Inc., and associates are offering an issue of \$50,000,000 Public Service Electric & Gas Co. 4 3/4% debenture bonds due Oct. 1, 1981 at 102.343%, and accrued interest to yield 4.57%. The group won award of the debentures Oct. 17 at competitive sale on a bid of 101.57%.

Net proceeds from the sale will be used for general corporate purposes, including payment of a portion of the cost of the company's current construction program, and the payment of short-term bank loans.

The bonds are redeemable at regular redemption prices ranging from 107.10% to par, and at sinking fund redemption prices ranging from 102.27% to par, plus accrued interest in each case. None of the debenture bonds may be redeemed prior to Oct. 1, 1968.

With offices at 80 Park Place, Newark, the company supplies electric and gas service in New Jersey, and owns all the outstanding capital stock of Public Service Coordinated Transport which operates a comprehensive mass bus transportation that serves areas in New Jersey and extends into New York City, Philadelphia and Wilmington.

For the 12 months ended June 30, 1961, the company had total operating revenues of \$414,023,826 and net income of \$54,466,257.

## Mitchell Hutchins Elects Nichols

CHICAGO, Ill.—Owen H. Nichols has become associated with Mitchell Hutchins & Co., Incorporated, 231 South La Salle Street, members of the New York and Midwest Stock Exchanges, as vice president in charge of the commodity department.

### With McDonnell & Co.

(Special to THE FINANCIAL CHRONICLE)

SAN JOSE, Calif.—William D. Fletcher has joined the staff of McDonnell & Co. Incorporated, Town & Country Village. He was formerly with Mitchum, Jones & Templeton.

## Connecticut Brevities

**Mutual Insurance Co. of Hartford** has formed a new insurance company to enter the automobile casualty field. **Covenant Insurance Co.** will be a wholly-owned subsidiary of Mutual of Hartford and will commence business by writing passenger car insurance exclusively. Initially, operations will be limited to the State of Connecticut. Mr. John Alsop, President of the parent company said this major step was taken to keep abreast of the trend toward multiple lines of insurance protection. He also pointed out that this is the first time a Connecticut mutual company has entered the casualty field in a line other than one for homeowners.

**Cramer Controls of Essex** has begun construction of a 41,300 square foot building at Old Saybrook. Completion of the plant, which will house both office and manufacturing operations, is expected by April 1, 1962. Cramer Controls, a division of Giannini Controls Corp., makes precision timing devices, electronic controls and pneumatic assembly gear.

**Kaman Aircraft Corp.** of Bloomfield has delivered its remote controlled Drone helicopter, a modified HTK, to the United States Army for testing. The aircraft in initial tryouts achieved 61 minutes of pilotless flight up to altitudes of 7,000 feet under the handling of a ground controller. Kaman Aircraft pioneered in the development of Drone helicopters under an Army-Navy contract commencing in 1952 and achieved the world's first pilotless helicopter flight in 1957. The modified HTK recently delivered represents the first Army use of a full scale, remotely controlled rotary wing aircraft. It will be used in a weapons testing program at the Army's White Sands Missile Range.

**The Birken Co.** of Hartford, manufacturer of parts for missiles, jet engines and precision gauges has purchased a 38 acre tract in Bloomfield and will build a new plant there this year with completion planned for December. Expansion of operations to include work in the microwave and semiconductor field has dictated the move. Company officials have announced that, in addition to plant space, employment will be increased and may double.

**The Norden Division of United Aircraft Corp.** is moving its Ketav Division to Norwalk from Long Island. Ketav is engaged in the research, design, development and production of precision servo components. The transfer is another step in Norden's consolidation program which was begun in 1956. The largest phase of this operation was completed earlier this year when 1,400 employees working in leased facilities in Bridgeport, Milford and Stamford and White Plains, New York, were brought together in Norden's new plant in Norwalk.

**Emhart Manufacturing Co.** of

Hartford, producer of automatic machinery for the glass manufacturing industry has announced the opening of a Canadian operation in Toronto, Emhart Export Company. Emhart Export will provide direct sales assistance, engineering and installation services on Emhart equipment in the Canadian area.

**Aetna Casualty & Surety Company** of Hartford unveiled a new driving simulator, the Aetna Drivotron, at the annual meeting of the Council of Safety Supervisors of the American Trucking Association recently. The Drivotron is the latest in a series of driver testing and training devices pioneered by Aetna Casualty over the past 25 years and is designed for use in safety programs of light truck and passenger car fleets. The Drivotron makes it possible to evaluate a driver's skills by exposing him to a wide variety of highway driving problems through wide screen color movies viewed from a simulated truck cab. A unique scoring system makes a continuous graph of the driver's actions in each situation.

**Pratt & Whitney Aircraft**, a division of United Aircraft Corp., is establishing a laboratory unit at its North Haven plant to develop new materials for aircraft, space and industrial power plants of the future. It will be designated the Advanced Materials Research and Development Laboratory. The research facility's principal aims will be to develop high strength alloys for use at extreme temperatures and materials for energy conversion devices. New materials for a range of power plants including rocket and aircraft jet systems as well as industrial engines will be tested.

## Robins Indust. Common Offered

Initial public sale of common stock of Robins Industries Corp. is being made through the offering of 100,000 shares at a price of \$2.50 per share by Carroll Co., New York City.

Net proceeds will be used by the company to retire a bank loan; to defray costs involved in moving to a new plant; purchase of new equipment and for research and development, tooling of new products, and working capital.

Headquartered in College Point, N. Y., Robins is engaged in the development, manufacture and distribution (on a national basis and for export) of various products used in the electronic sound recording and reproduction field. Among the products manufactured by the company are recording tape splicers, demagnetizers and degaussers for recording heads and recording tape; plastic record and album covers, turntable levels; replacement recording heads; record and tape accessory kits; books on tape recording; and chemicals for maintenance of tape recorders and photographs.

This announcement is neither an offer to sell nor a solicitation of an offer to buy any of these securities. The offer is made only by the Prospectus.

NEW ISSUE

October 17, 1961

150,000 Shares

## PATENT RESOURCES, INC.

COMMON STOCK

(\$10 par value)

Price \$2.50 Per Share

Copies of the Prospectus may be obtained from such of the undersigned only in such States where the securities may be legally offered.

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## AS WE SEE IT

Continued from page 1

understand the facts as the President has now laid them out.

President Kennedy is by no means the first to understand and to warn the people of this country that any and all crises in our relations with the Communists must be regarded as but incidents in a long drawn out struggle of world proportions. President Eisenhower often called the attention of the people to this very important truth. Possibly the fact had become more or less clear to officials in this country even before the Eisenhower days in the White House. But this essential element in world affairs certainly has not always been recognized by the powers that be, and it is for that reason that some of the most difficult and dangerous aspects of the current situation now exist.

### Lack of Foresight

Perfect foresight, or anything approaching perfect foresight, should have warned us long before the end of World War II of the nature of the world situation that would arise to plague us and our friends when the dust of that conflict had settled. In point of fact, much of what has taken place since the end of 1945 was apparently rather clearly foreseen by Winston Churchill long before the end of hostilities. Whether or not his ideas as to how to forestall it all were sound and feasible is another matter, but the fact is that he, apparently very nearly alone among the Western powers, clearly perceived the intentions of Mr. Stalin and of the communists in general. We should have been as wise, and if we had been, we should be in a better position today to combat the efforts of communist imperialism.

There are, of course, many

shades of opinion about the wisdom of the understandings reached with Mr. Stalin during and immediately after the war. Into the controversies that rage over these matters we do not intend to enter at this time, but it does seem indisputable to us that we were almost incredibly naive in our faith in the Communist leaders and all but wholly blind to their intent as it very soon developed. The territorial concessions made to the Russians seem to us to be rather more than questionable, but what is clear beyond all doubt, or so it seems to us, is the folly of entering into any agreement with the Soviet authorities out of which we became responsible for an enclave deep within territory which, whatever its legal status, was inevitably to be completely under Russian control.

In short, for whatever it may be worth at this late date, let it be said with complete frankness that there should be no problem such as that of West Berlin at this time, and there would not be had we had reasonably good foresight on the basis of facts readily enough available in 1945.

### Problems Galore

But there would still be problems in various parts of the world quite regardless of how wise and foresighted the Western world had been or is. Some of them might be less serious and more tractable had we better understood what was going on in the world, but we should still have plenty of puzzling situations to face in any event. However, there is nothing much to be gained from sorrowing over the errors of the past. We must face the present and the future with fortitude, patience and whatever wisdom may be drawn

from past errors. And we may be certain that the President is dead right, as was his predecessor, in warning that this is a long, long conflict that will have many crises and many provocations, many of which will not be won or lost completely. Such must inevitably be the result of the determination of the communist nations, particularly Soviet Russia, to push on toward world domination at every opportunity.

These troublemakers have a great advantage in the existence of so much troubled water throughout the world in which they are so fond of fishing and are so adept on the whole in exploiting. The other so-called great powers of the world are in a correspondingly disadvantageous position in that they, for the most part, are erstwhile colonial powers and thus open to attack in most of those regions where colonial governments previously existed. Of course, the United States should be almost free of this sort of prejudice, but areas and peoples formerly under imperialistic exploitation (or so they think) are not always very discriminating in such matters and the Kremlin as well as the other Communist controlled nations see to it that the impression is given that we, too, are tarred with the same imperialist stick.

We have consistently undertaken to take and keep the lead in correcting these situations throughout the world by generous aid, but all too often the help granted has gone into the coffers of dishonest groups, or been used to perpetuate the control of elements in the populations that are and were open to attack on one ground or another. The task of administer-

ing such aid is a very, very difficult one, but we have the impression that we have not always done as well as we might.

In any event, we shall have to deal with each situation as it arises, and each crisis, as circumstances seem to dictate, retreating or advancing as strategic or tactical situations suggest, without delusions of appeasement or fear of critics citing invalid historical precedents.

## No. Natural Gas Rights Offering To Stockholders

Northern Natural Gas Co. is offering holders of its outstanding common stock the right to subscribe at \$35 a share for 428,981 additional shares on the basis of one share for each 20 held of record Oct. 17. Rights will expire Oct. 31, 1961.

The offering is being underwritten by a group headed by Blyth & Co., Inc., New York City.

Proceeds will be used to pay part of the 1961 construction and acquisition program, estimated at \$98,000,000.

Northern Natural Gas sold \$35,000,000 of 4½% sinking fund debentures last July. To meet its 1961 construction costs, the company estimates about \$25,000,000 additional debt financing will be required, after making use of approximately \$23,000,000 in cash from operations. Timing of that financing has not yet been determined.

The company, headquartered in Omaha, Neb., directly and through subsidiaries, produces, transmits, distributes and sells natural gas. It also produces and sells natural gasoline, liquefied petroleum gas and oil. A subsidiary is preparing to produce and sell helium.

### S. M. Weill Opens

Stephen M. Weill is engaging in a securities business from offices at 250 West 57th Street, New York City, under the firm name of Stephen M. Weill Co.

## Hart Joins Harris, Upham

WASHINGTON, D. C. — The nation-wide investment firm of Harris, Upham & Company, members of the New York Stock Exchange, have announced the appointment of Lt. General Charles Edward Hart, USA (Retired), as Director of its Armed Forces Department located at 1505 H St., N. W. General Hart replaces General John E. Dahlquist who is retiring due



Lt. Gen. C. E. Hart

to ill health. Harris, Upham's Armed Forces Department was inaugurated in 1956 to help servicemen all over the world invest their funds with expert guidance. Henry Upham Harris, senior partner at Harris, Upham's New York headquarters stated, "We are delighted to have General Hart join our organization. We know his extensive experience as a senior military commander will be a tremendous asset to our firm in dealing with the servicemen's investment needs."

### Joins Barth Staff

(Special to THE FINANCIAL CHRONICLE)

LOS ANGELES, Calif. — Ronald E. Kent has joined the staff of J. Barth & Co., 3323 Wilshire Boulevard. He was formerly with Wagenseller & Durst, Inc.

### Hill Richards Adds

(Special to THE FINANCIAL CHRONICLE)

SAN DIEGO, Calif. — Floyd K. Rubendall has become connected with Hill Richards & Co., Inc., Bank of America Building. He was previously with Dean Witter & Co.

### Chiles-Schutz Adds

(Special to THE FINANCIAL CHRONICLE)

OMAHA, Neb. — James H. Kleinkauf has been added to the staff of Chiles-Schutz Co., Farm Credit Building, members of the Midwest Stock Exchange.

This advertisement is not an offer to sell or the solicitation of an offer to buy any of these securities. The offering is made only by the Offering Circular.

NEW ISSUE

October 11, 1961

150,000 Shares

HAMCO MACHINE &amp; ELECTRONICS CORP.

Common Stock

(Par Value 10 cents)

Price \$2.00 per Share

Copies of the Offering Circular may be obtained from the undersigned.

The shares are offered only in those states in which the Issuer is permitted to offer the same.

HAMCO MACHINE &amp; ELECTRONICS CORP.

250 No. Goodman Street  
Rochester 7, N. Y.

This announcement is neither an offer to sell nor a solicitation of an offer to buy the securities. The offer is made only by means of the Prospectus.

NEW ISSUE

October 17, 1961

120,000 Shares

PREMIER ALBUMS, INC.

(a New York Corporation)

Common Stock

(Par Value \$.25 per Share)

Price \$5 per Share

The Prospectus may be obtained from such of the undersigned and other dealers who may lawfully offer these securities in this State.

GIANIS & CO.  
INCORPORATED

KAMEN &amp; COMPANY

CLARK, WEINSTOCK &amp; FORGES

HODGDON &amp; CO., INC.

STEARNS &amp; COMPANY

STONE, ACKERMAN &amp; CO., INC.

DEAN SAMITAS & CO.  
INCORPORATED

## Bank Women Vote To Internationalize

Overwhelming approval of a proposed amendment to the constitution of the National Association of Bank Women, which will extend the organization's scope through creation of a new International Membership, was announced by NABW President Marion Anderton at the national convention in Rochester, N. Y. More than 500 women executives in banking attended the four-day gathering, which has set "Banking's Responsibilities to the Local and World Community" as its theme.

The proposal to extend membership in NABW was put before the group's 3,800 members last summer and balloted on by mail. The decision to internationalize reflects the growing interdependence of banks in this country and abroad arising from the increasing capital flow both from and to the economic systems of other countries. Women bank executives having corporate titles in recognized banks of other countries will be eligible for International Membership in NABW, provided they have been associated with their bank at least six months.

The amendment marks the first time opportunity for membership in NABW has ever been extended to women executives in foreign banks. Consideration of the amendment was prompted by an application several months ago by Mrs. B. Kamala, Chief Admin-

istrative Officer of the Pandyan Bank in Madras, India. Mrs. Kamala is one of nine overseas visitors to the current convention.

## Panoramic Elec. Common Offered

Public offering of 120,000 common shares of Panoramic Electronics, Inc., at \$11 per share is being made by Hayden, Stone & Co., New York City and associates. Proceeds will be used by the company for construction of a new plant, purchase of additional equipment and working capital.

The company of 520 South Fulton Avenue, Mount Vernon, N. Y., is engaged in the design, development and manufacture of electronic test measurement and monitoring instruments. Its principal products are spectrum analyzers, used as testing and measuring devices, communications monitors and analyzers, telemetry test instruments, and a variety of related special purpose instruments.

### Joins Dean Witter

(Special to THE FINANCIAL CHRONICLE)

OMAHA, Neb.—Terence A. O'Neil has joined the staff of Dean Witter & Co., Farnam Building.

### Joins Goodbody Staff

(Special to THE FINANCIAL CHRONICLE)

CLEVELAND, Ohio—Kathryn A. Eder has joined the staff of Goodbody & Co., National City East Sixth Building. Miss Eder was formerly with Merrill Lynch, Pierce, Fenner & Smith Inc.

### Now With E. N. Siegler

(Special to THE FINANCIAL CHRONICLE)

CLEVELAND, Ohio—Betty J. Zippin has become connected with Edw. N. Siegler & Co., Union Commerce Building, members of the Midwest Stock Exchange. Miss Zippin was formerly with Livingston, Williams & Co.

### DIVIDEND NOTICES

#### DIVIDEND NOTICES



#### COMMON STOCK DIVIDEND

The Board of Directors of Central and South West Corporation at its meeting held on October 12, 1961, declared a regular quarterly dividend of twenty-five and one-half cents (25½ c) per share on the Corporation's Common Stock. This dividend is payable November 30, 1961, to stockholders of record October 31, 1961.

LEROY J. SCHEUERMAN  
Secretary

CENTRAL AND SOUTH WEST  
CORPORATION  
Wilmington, Delaware

## THE FIRST REPUBLIC CORPORATION OF AMERICA

### DIVIDEND NOTICE

The Board of Directors has declared the fifth consecutive monthly dividend of nine cents (9c) per share on the Class A Stock. Distributions will be made by The Franklin National Bank of Long Island on

November 20, 1961 to Shareholders of Record at close of business, October 30, 1961.

George Gewanter  
Exec. Vice-President

a publicly owned real estate company  
375 FIFTH AVE., NEW YORK

## UNITED STATES LINES COMPANY



#### Common Stock DIVIDEND

The Board of Directors has authorized the payment of a dividend of fifty cents (\$0.50) per share payable December 8, 1961, to holders of Common Stock of record November 17, 1961.

THOMAS R. CAMPBELL, Secretary  
One Broadway, New York 4, N. Y.

## R. J. Reynolds Tobacco Company

Makers of  
Camel, Winston, Salem & Cavalier  
cigarettes  
Prince Albert, George Washington  
Carter Hall  
smoking tobacco

### QUARTERLY DIVIDEND

A quarterly dividend of 37½c per share has been declared on the Common Stock of the Company, recently split two-for-one, payable December 5, 1961 to stockholders of record at the close of business November 15, 1961.

WILLIAM R. LYBROOK,  
Secretary

Winston-Salem, N. C.  
October 12, 1961

Sixty-one Consecutive Years of  
Cash Dividend Payments

## Ohio Valley Group of I. B. A. Elects



Newly elected officers of The Ohio Valley Group, Investment Bankers Association of America are: Henning Hilliard, 1961 Chairman and Committee Member for 1962, of J. J. B. Hilliard & Son, Louisville; H. C. O'Brien, newly elected Chairman, W. E. Hutton & Co., Cincinnati; George Rinker, First Vice-Chairman, The Ohio Company, Columbus; H. A. Filder, Jr., Secretary-Treasurer, Provident Bank, Cincinnati.

Standing left to right are: J. B. Joyce, Sr., Columbus; J. A. White of J. A. White & Company, Cincinnati; J. H. Stites, Jr., Louisville; C. A. Richards of Field, Richards & Co., Cincinnati; Ralph Elam, Columbus, all members of the Executive Committee; and E. J. Killelea, Louisville, outgoing Secretary-Treasurer of The Ohio Valley Group.

COLUMBUS, Ohio—The Ohio Valley Group, Investment Bankers Association of America, in Columbus, Ohio for their annual meeting on Sept. 28, 1961, elected Harry C. O'Brien, Manager of the municipal department of W. E. Hutton & Co., Cincinnati, as Chairman of their Executive Committee for 1962. Other officers for the coming year are George Rinker, The Ohio Company, Columbus, First Vice-Chairman; W. O. Alden, Jr., Alden & Co., Louisville, Second Vice-Chairman; and Harry A. Filder, Jr., Provident Bank, Cincinnati, Secretary-Treasurer.

Some 200 investment bankers

attended the morning meeting, addressed by George A. Newton, Investment Bankers Association of America President, and the luncheon session. Principal speaker at the luncheon was Senator Thruston B. Morton, Kentucky, former Republican National Chairman and currently a member of the Senate Finance Committee. Senator Morton proposed that such groups as I.B.A. are the ones best equipped to meet the challenges of forthcoming tax legislation. They must, however, present a united front to assure that any such legislation is realistic and equitable and continues to encourage the in-

vestment capital so vitally needed by American industry.

Following the luncheon, members and guests attended an Open House to view the new offices of The Ohio Company, Columbus, Ohio investment firm, and were guests of The Ohio Company at a dinner party that evening.

Attending the open house and dinner, in addition to members of The Ohio Valley Group, were investment bankers from New York, Chicago, Cleveland, Philadelphia, Detroit, Milwaukee, Pittsburgh, Toledo and St. Louis as well as executives of a number of Ohio corporations.

## De Witt Conklin Official Changes

T. Park Hay was elected Chairman of the Board of the De Witt Conklin Organization, 120 Broadway, New York City, it has been announced by O. Gaines Brush, President of the nation-wide financial public relations firm. He succeeds Ashley E. Pidgeon, who has retired.

Robert E. Anderson, former Vice-President, was elected Executive Vice-President.

Mr. Hay has over 30 years' experience in financial advertising and public relations. He started on Wall Street in 1929 with Blair & Co. making surveys for aviation projects of such companies as TWA, North American Aviation and Air Express which were later underwritten by Blair & Co.

He later joined the pioneer staff of TWA and originated a number of early public policies in air transportation. In the ensuing years he supervised the advertising and public relations of Eastern Air Lines, was managing director of National Air Travel Week and conducted a promotion campaign for American Export Airlines in a successful effort to break the monopoly in overseas air transportation.

During World War II, as Vice-President of Campbell-Ewald, he supervised a group of advertising executives who created "editorial advertising" to inform the public of the war activities of Eastern Air Lines, U. S. Rubber Company, Eastern Aircraft Division of General Motors and others.

## Hamco Machine & Electronics Common Offered

Public offering of 150,000 common shares of Hamco Machine & Electronics Corp., at \$2 per share is being made by the company, without underwriting. Net proceeds will be used for moving the company's plant to larger quarters, buying additional equipment, repaying a bank loan, and for sales promotion, research and development and working capital.

The company of 250 No. Goodman St., Rochester 7, N. Y., is engaged in the manufacture and sale of Hamco automatic precision saw sharpeners and the Gillings-Hamco thin sectioning machine. It has designed a new fully automatic wafering machine which it plans to put into production shortly. In addition, it is undertaking research toward the production of other machines which can be used in the electronics industry.

### Richard Buck Branch

HOLLYWOOD, Fla.—Richard J. Buck & Co. has opened a seasonal office in the Diplomat Hotel under the management of Edmund F. Farrell.

### Dempsey-Tegeler Office

SAN DIEGO, Calif.—Dempsey-Tegeler & Co. Inc. has opened a second office in San Diego at 2020 El Cajon Boulevard under the management of William P. Higgins.

## Premier Albums Common Offered

Glanis & Co., Inc., New York City is offering publicly 120,000 common shares of Premier Albums, Inc., at \$5 per share. Proceeds will be used by the company for the acquisition of pressing plant facilities, marketing of new stereophonic records and for working capital.

The company of 356 W. 40th Street, New York City, is engaged in the manufacture, sale and distribution of 12-inch long-playing stereophonic and monaural phonograph records. Physical production of the records is effected through outside sources but the company markets them under its own labels: Coronet, Directional Sound, Baronet, Premier, Celebrity and Twinkle. Approximately 149 different records are marketed under the above labels.

### Botzum Now Corp.

(Special to THE FINANCIAL CHRONICLE)

LOS ANGELES, Calif.—C. A. Botzum & Co., a corporation, has been formed to continue the investment business of C. A. Botzum Co., 210 West Seventh. C. A. Botzum, formerly proprietor, is President. Other officers are Horace Hagen, Vice-President; Thomas Nelson, Vice-President and Secretary; and C. A. Botzum, Jr., Treas.

### Wm. Norton Co. Formed

LOS ANGELES, Calif.—William Norton Company is engaging in a securities business from offices at 3600 Wilshire Boulevard.

## THE MARKET . . . AND YOU

BY WALLACE STREETE

The stock market that has been growing more and more selective through recent years was down to an ultra-selective status this week as the general list coasted on low volume.

Where the features stood out, it was mostly on good price action and more times than not traceable either to good earnings or good dividend action. Stock splits were, as usual, particularly effective and, conversely, where split hopes were too high the specific issue involved showed on the casualty lists in a rush. Ford was one illustration of the latter, although it had found something of a floor this week from which to rally on occasion.

### High Priced . . . But

International Business Machines, which over the years has been exceedingly liberal with stock splits and stock dividends, had the added help of an excellent earnings statement to put it on the lists of all-time highs in a rush. This issue has a glamour tag all its own, apart from the science issues that had earned that title until their recent correction.

On the basis of any of the conventional yardsticks, IBM is a high-priced issue. But the professionals, while admitting it, are in no mood to challenge the issue's ability to attract followers at higher and higher prices. Hence, it seldom shows importantly on the short selling lists. The issue has paid 25% or better in stock each year with the exceptions of 1955 and 1958 for the last seven years, in addition to improving its cash payout.

About the only debate that rages over I.B.M. is how far in advance the present price tag is going to discount the future. The yearly gyrations are distinctly out of the ordinary. The old shares last year ranged from a 407 low to a high of 600, ending the year close to the peak. They raced ahead to 733 this year before a 3-for-2 stock split.

Since that stock payment in May, the new shares already had carved out a range of 130 points from the low of 447 posted since the splitup. By comparison, of the standard items around, only Texas Instruments and Zenith stand out with hundred point swings for the year. The supposedly volatile shares of du Pont came close a couple of times but have yet to carve out a hundred point range for any year since they were last split in 1949, or for a long time before that either.

### Some Action in Oils

The group that is still the disappointment of the year, particu-

larly to those who saw them as the favorites in a return to reality by investors intrigued with glamour issues late last year and early this year, is the petroleum one. There has been a bit more stirring in the section lately, notably Amerada and Plymouth Oil which automatically become classified as merger candidates since that has been the attraction that perked up other oils, including Honolulu and Argo.

In the immediate post-War II days Amerada was both the favorite of the investment companies and the public, and it did its share of stock splitting in 1946 and 1951 and 1955. In the process, the equivalent value of the shares jumped six-fold. They topped out at 147 in 1957, fell from favor in a rush and could have been picked up around 55 last year.

At the 1957 peak the shares showed a yield of a token 1 1/3% and the price-earning ratio of some 35 times was, for that era, an exaggerated one. Despite the prospect now of new peaks in earnings, and a yield of an above-average 4%, before it started to take off in the last few sessions, Amerada was one of the definitely neglected items in its division.

The pinpoint interest in merger candidates is solidly-based. With the public not concerned with oil situations, other oil companies filled the void. Honolulu Oil was showing a dreary trading life until it proposed to sell its assets for more than the equivalent of \$100 a share. That was double where the shares had been lolling before the negotiations started. Argo Oil, which sold in the mid-20's, raced above 60 when two other oil companies started to eye its properties and while no figures are being bandied about yet, the stock market obviously saw room for far more than the going price of the shares earlier. Plymouth Oil, which has yet to make any announcement, became something of a regular on the new highs lists when the rumor mills decided it would be a third such target for a sellout.

### Unwarranted Skepticism?

Apart from the oils, the auto supply firms are another section where skepticism apparently is high. Borg Warner, selling at a reasonable price/earnings ratio, anticipating a good pickup in business next year and offering a yield of better than 4%, could be an illustration. Apart from its auto business—and Borg Warner has not been lacking on new developments in this field—it has been diversifying to where two-thirds of its sales come from appliances, chemicals and aircraft

and defense work with a good sprinkling of electronics.

The appliance business of Borg Warner is an expanding one, including a revolutionary coin-operated dry-cleaning machine introduced early this year, and a revolutionary refrigerator which is starting to win acceptance. Its chemical division has been making progress in expanding use of an unique new plastic, with the new uses making it an important and growing generator of sales. But investment regard for Borg Warner is still subdued by doubts over the future business of the auto makers and its role in that picture. Industry forecasts are for a good auto year in 1962 which would do that much more to enhance the picture for Borg Warner.

Kern County Land, which is widely regarded as muchly an oil and land operation, actually has been diversifying into some oddly divergent fields ranging from auto parts to electronics and real estate development—all within the last three years. All this has expanded the company's sales sharply although earnings have improved only moderately. A measure of the neglect centering on the shares of Kern County is the fact that their indicated yield runs around 3 3/4% in a situation where the wide diversification could make some startling changes in the company in the future.

### New Status Ignored

Shoe stocks are also ones that have whipped up little enthusiasm even in cases like Genesco where the company has been busily adding new lines to its basic shoe one. As long as two years ago the company itself decided it was sufficiently diversified to change its name from General Shoe to the present one.

At present the apparel lines that have been added recently have built up to a level where they provide about half of total sales. And the expansions have succeeded in quadrupling total sales in the last decade. As in so many of these expansion-minded operations, per share earnings have not kept pace with the vastly expanded sales because of the added shares needed for acquisitions as well as because of the time lag in consolidating and integrating the new lines.

That Genesco might be poised to make the important turn to better profits might have been hinted by the upswing in recent reports which sufficiently encouraged the management to predict record earnings for the fiscal year that ends in mid-1962. The new and varied activities of Gen-

esco that have built it into the world's largest maker of apparel and footwear seem to have slipped undetected past the general public. The shares have yet to carve out a 10-point range for all of this year and the yield of about 4% is distinctly generous.

[The views expressed in this article do not necessarily at any time coincide with those of the "Chronicle." They are presented as those of the author only.]

## Kenny Installs Teletype Net

J. J. Kenny Co., 30 Broad Street, New York City, brokers in municipal bonds, have announced the installation of a teletype network to a large number of municipal bond dealers in the Metropolitan area enabling the Kenny organization to provide details on bonds for bids to all of these dealers simultaneously.

Jack Kenny, head of the firm, explained that the average block of municipal bonds offered for bids by his organization are submitted by telephone to as many as one hundred and fifty dealers, while small lots of 10 or 25 bonds were offered the same way to as many as 50 dealers.

"We feel that this new teletype method of simultaneous offerings of the bonds will prove an invaluable supplement to our present system by bringing more bids and substantially speeding up the entire operation," Mr. Kenny stated.

"This new system is looked upon as a major breakthrough in the historical development of the secondary municipal bond market," Mr. Kenny declared. "Any procedure," he added, "which accurately speeds the purchase and sale of bonds is destined to have a beneficial effect upon the entire municipal bond market."

The Kenny organization, is staffed by 12 traders and maintains direct lines to about one hundred and thirty dealers in New York City.

### Securities Management

ROSWELL, N. Mex.—Securities Management Company, Inc. is engaging in a securities business from offices at 306 North Richardson. Officers are Clyde Guy, chairman; Woodrow W. Yarbrough, president; Raynard Makin, vice president; and Casimer S. Apolinski, secretary-treasurer.

## Nat'l Shawmut Opens Mun. Dept.

BOSTON, Mass.—A Municipal Bond Department has been established by the National Shawmut Bank of Boston, it was announced by Lawrence H. Martin, President. In this new activity Shawmut will participate in the underwriting of new issues of municipal obligations and engage in secondary market trading.



F. P. Magoun, III

Francis P. Magoun, III, for the past

seven years engaged in municipal underwriting with John Nuveen & Co., Inc., of New York, has been named manager of the department. A graduate of Harvard College, class of 1950, Mr. Magoun was with the municipal department of Kidder, Peabody & Co. of Boston from 1951 to 1954, prior to assuming the position of trader with John Nuveen.

The new department has been established within the financial control division of Shawmut and will operate under the general supervision of John K. Benson, Senior Vice-President. The activities of this newly-created department will supplement the services Shawmut is now offering to municipalities through deposit accounts, certification of bond issues and the purchase of short-term tax anticipation notes.

## \$48 Million New York State Bonds Offered

An underwriting group managed by the Chase Manhattan Bank purchased on Oct. 16 an issue of \$48,616,000 State of New York housing, park and recreation bonds, due Nov. 1, 1962 to 2011, inclusive. The group bid 100.029999 for the bonds as 4s, 3 1/2s, 3 1/4s, 3.30s, 3.40s and 2s, setting a net interest cost of 3.17419% to the borrower.

On reoffering to the public, the bonds are scaled to yield from 1.50% to 3.90%, according to maturity.

This announcement is neither an offer to sell nor a solicitation of an offer to buy any of these securities. The offer is made only by the Prospectus.

### NEW ISSUE

100,000 Shares

**Robins Industries Corp.**

Common Stock

(Par Value \$.10 Per Share)

Price \$2.50 Per Share

Copies of the Prospectus may be obtained from the undersigned.

**CARROLL CO.**

150 Broadway, New York 38

October 17, 1961

This announcement is neither an offer to sell nor a solicitation of an offer to buy the securities. The offer is made only by means of the Offering Circular.

### NEW ISSUE

October 16, 1961

99,990 Shares

**U. S. DIELECTRIC INC.**

(a Delaware Corporation)

Common Stock

(Par Value \$.10 per Share)

Price \$3 per Share

Copies of the Offering Circular may be obtained from the undersigned in any State in which the undersigned may legally offer these shares in compliance with the securities laws of such State.

**MALTZ, GREENWALD & Co.**

# NEWS ABOUT BANKS AND BANKERS

Consolidations • New Branches • New Offices, etc. • Revised Capitalizations

Stephen F. Casco, a Senior Vice-President of Manufacturers Hanover Trust Company, New York died Oct. 13.

For several years prior to the merger of Manufacturers Trust Company and The Hanover Bank on Sept. 8 last, Mr. Casco had been Vice-President in charge of the Personal Loan Department of Manufacturers Trust Company, New York. Coincident with the merger, he was appointed a Senior Vice-President of Manufacturers Hanover.

Mr. Casco began his banking career with the old Chatham-Phoenix National Bank and Trust Company, New York in 1925 as a messenger, and came to Manufacturers Trust Company through the merger of that bank in 1932. He became a chief clerk in 1935 and a branch supervisor in 1938. In 1945 he was advanced to Assistant Comptroller and in 1953 was appointed an Assistant Vice-President and assigned to the Personal Loan Department. In February, 1954, he was appointed a Vice-President.

Lee S. Bickmore, has been named a Director of Bankers Trust Company, New York, it was announced Oct. 19, by William H. Moore, Chairman.

Robert T. Snyder, Vice-President in charge of Chemical Bank New York Trust Company's Times Square Office, has been promoted to regional Vice-President in charge of 21 of the bank's offices in Upper Manhattan, the Bronx and Westchester, it was announced by Chairman Harold H. Helm. Mr. Snyder succeeds the late William A. Frey.

Clifford J. Sinton has been elected Treasurer of Commercial Bank of North America, New York it was announced by Jacob Leichtman, President.

Mr. Sinton was formerly Assistant Treasurer, a post held since he joined the Bank in 1956. Prior, he was associated for 15 years with Sterling National Bank and Trust Co., New York.

The appointment of Alexander L. Kyman as Assistant Vice-President at the main office of Sterling National Bank & Trust Company of New York was announced Oct. 16 by Joseph Pulvermacher, President.

Mr. Kyman, formerly was with The Chase Manhattan Bank, New York.

UNDERWRITERS TRUST COMPANY, NEW YORK			
	Sep. 27, '61	June 30, '61	
Total resources.....	\$55,277,954	\$59,053,293	
Deposits.....	50,852,343	53,073,937	
Cash and due from banks.....	6,262,355	9,154,706	
U. S. Government security holdings.....	20,082,740	20,471,084	
Loans & discounts.....	24,977,442	25,696,080	
Undivided profits.....	1,041,640	1,004,380	

THE FRANKLIN NATIONAL BANK OF LONG ISLAND, MINEOLA, NEW YORK			
	Sep. 30, '61	June 30, '61	
Total resources.....	\$42,663,603	\$79,569,217	
Deposits.....	762,297,610	710,959,712	
Cash and due from banks.....	74,216,634	79,686,967	
U. S. Government security holdings.....	153,841,394	138,405,672	
Loans & discounts.....	486,097,334	468,463,966	
Undivided profits.....	11,251,284	9,845,770	

Promotions of George Barrie from Assistant Comptroller to Deputy Comptroller of Security National Bank of Long Island, and of Harry W. Melsha to Assistant Comptroller, were announced by George E. Maccaro, President.

Approval of the Comptroller of the Currency to merge First National Bank in Highland Falls, N. Y. (assets \$15,000,000) into the First National Bank of Poughkeepsie, N. Y. (assets \$66,000,000), under the name of Marine Midland National Bank of Southeastern New York, has been received by officials of both banks. It is expected that the banks will merge early in November.

Stockholders of both banks will vote on the merger at special meetings on Oct. 27, 1961. Stockholders of First National Bank in Highland Falls will receive 67,650 shares of Marine Midland Corporation common stock. Marine Midland National Bank of Southeastern New York will then issue 13,800 additional shares of its common stock to Marine Midland Corporation.

The present Board of Directors of First National Bank in Highland Falls will constitute an Advisory Board to the Highland Falls office. The present directors of the First National Bank of Poughkeepsie, augmented by General Chauncey L. Fenton, now President, and Mr. George S. Nichols, now Executive Vice-President of First National Bank in Highland Falls, will constitute the new Board of Directors of the merged bank.

Marine Midland National Bank of Southeastern New York will have total assets exceeding \$80,000,000.

The First National Bank of Groton, Groton, New York increased its common capital stock from \$100,000 to \$200,000 by a stock dividend effective Oct. 3. (Number of shares outstanding 2,000 shares, par value \$100.)

The "Industrial National Bank of Providence," Providence, R. I. changed its title to the "Industrial National Bank of Rhode Island" effective Oct. 2.

The First National Bank of New Kensington, New Kensington, Pa., with common stock of \$375,000, has gone into voluntary liquidation by a resolution of its shareholders dated Sept. 26, effective Sept. 30. The Bank was absorbed by the Pittsburgh National Bank, Pittsburgh, Pa.

The First National Bank of Williamsburg, Williamsburg, Pa., with common stock of \$50,000, has gone into voluntary liquidation by a resolution of its shareholders dated Sept. 26, effective Sept. 29. The Bank was absorbed by the Hollidaysburg Trust Company, Hollidaysburg, Pa.

The Smethport National Bank, Smethport, Pa., with common stock of \$50,000, has gone into voluntary liquidation by a resolution of its shareholders dated Aug. 4, effective Sept. 30, the Bank was absorbed by the Producers Bank and Trust Company, Bradford, Pa.

H. Ellsworth Miller, has been elected an Advisory Director of Baltimore National Bank, Baltimore, Md.

On Oct. 5 the Comptroller approved an application to merge The Commercial Trust and Savings Bank, Lynchburg, Va., into The Lynchburg National Bank and Trust Company, Lynchburg, Va., under the charter and title of "The Lynchburg National Bank and Trust Company." The effective date was as of the close of business Oct. 13.

Simultaneously, the surplus account will be increased to \$80,754,532 by the transfer of \$4,034,408 from undivided profits. Upon consummation of these proposals, the combined capital and surplus of the Bank will be \$110,000,000, and total capital funds, including undivided profits and reserve for contingencies, will be in excess of \$127,000,000.

The increase in capital stock and the issuance of the stock dividend will be effective upon formal approval of the Comptroller of the Currency.

H. Andrews Hays was elected Executive Vice-President and a Director of the American Bank & Trust Co., Lansing, Mich.

Anton Burkhardtmeier, Assistant Vice-President, has been elected Vice-President of First National Bank in St. Louis, Mo.

Charles M. Hennemeyer, Executive Vice-President of the Southwest Bank, St. Louis, Mo., was elected a director.

THE SECOND NATIONAL BANK ASHLAND, KY.			
	Sep. 27, '61	Dec. 31, '60	
Total resources.....	\$33,161,737	\$31,657,837	
Deposits.....	29,832,817	28,534,051	
Cash and due from banks.....	7,675,635	6,459,212	
U. S. Government security holdings.....	9,125,023	9,256,098	
Loans & discounts.....	12,596,222	12,420,854	
Undivided profits.....	502,436	346,226	

The First National Bank of Memphis, Memphis, Tenn., increased its common capital stock from \$7,500,000 to \$9,000,000 by sale of new stock effective Sept. 27. (Number of shares outstanding 900,000 shares, par value \$10.)

On Oct. 5 the Comptroller approved an application to merge The First National Bank of Marion, Marion, N. C. into the First Union National Bank of North Carolina, Charlotte, N. C. under the charter and title of "First Union National Bank of North Carolina." The effective date was as of the close of business Oct. 13.

On Oct. 6, the Comptroller approved an application to merge The Bank of Florence, Florence, South Carolina, into The Citizens and Southern National Bank of South Carolina, Charleston, S. C. under the charter and title of "The Citizens and Southern National Bank of South Carolina." The effective date was as of the close of business on Oct. 14.

George G. Fleig and Cecil L. Schultz, Jr., both employed in the office of the New York representative of the Bond Department of the Trust Company of Georgia, Atlanta, Ga. have been elected Assistant Vice-Presidents of the Bank.

The Republic National Bank of Dallas, Texas on Oct. 10 announced plans for issuance of a stock dividend of 80,466 shares; for increasing capital and surplus of the Bank from \$105,000,000 to \$110,000,000; and increasing total capital funds, including undivided profits and reserve for contingencies, to more than \$127,000,000.

The Board of Directors of the Bank on Oct. 10 adopted resolutions calling a special meeting of the Bank's shareholders Nov. 2, to vote on the proposed increase, to be accomplished as follows:

(1) Additional shares of the Bank's \$12 par value stock, aggregating 80,466 shares, or 2% of the 4,023,323 shares presently outstanding, will be issued to shareholders of record as of Nov. 2, ratably, and at no cost to them. This would increase capital stock of the Bank to \$49,245,469 from \$48,279,876, or a net of \$965,592, and also increase the total number of shares outstanding to 4,103,789.

(2) On the effective date of the above, The Howard Corporation et al, whose stock is held in trust for the benefit of Republic's shareholders, will make payment of \$2,000,000 cash to the Bank.

Simultaneously, the surplus account will be increased to \$80,754,532 by the transfer of \$4,034,408 from undivided profits. Upon consummation of these proposals, the combined capital and surplus of the Bank will be \$110,000,000, and total capital funds, including undivided profits and reserve for contingencies, will be in excess of \$127,000,000.

The increase in capital stock and the issuance of the stock dividend will be effective upon formal approval of the Comptroller of the Currency.

Robert B. Cullum, was elected a Director of the Republic National Bank of Dallas, Texas.

W. W. Overton, Jr., Chairman was elected President to succeed C. B. Peterson, Jr., of the Texas Bank & Trust Co., Dallas, Texas. Taylor Boyd, II, and James C. Schmidt were also elected Vice-Presidents.

By a stock dividend, the common capital stock of The First National Bank of Amarillo, Amarillo, Texas, was increased from \$2,000,000 to \$2,500,000 effective Sept. 26. (Number of shares outstanding 250,000 shares, par value \$10.)

The common capital stock of The First National Bank of Marshall, Marshall, Texas, was increased from \$400,000 to \$500,000 by a stock dividend effective Sept. 26. (Number of shares outstanding 50,000 shares, par value \$10.)

The office of the Comptroller of the Currency issued a charter on Sept. 29 to the "Cherry Creek National Bank of Denver" Denver, Denver County, Colo. The President is Weldon B. Hamilton and the Cashier Francis H. Smith. The Bank has a capital of \$600,000 and a surplus of \$743,927.02. This is a conversion of the Cherry Creek Bank, Denver, Colo. Effective as of Sept. 29.

By the sale of new stock the First National Bank in Boulder, Boulder, Colo., increased its common capital stock from \$600,000 to \$700,000 effective Sept. 27. (Number of shares outstanding 70,000 shares, par value \$10.)

The Bank of California, N. A., San Francisco, Calif., opened its Menlo Park office on Oct. 6, at 716 Santa Cruz Ave.

The new office is under the management of Joseph A. Henske, Jr. Assistant Cashier is Richard D. Waschak.

The Crocker-Anglo National Bank, San Francisco, Calif., elected Alfred W. Odle and Harold F. Sullivan Vice-Presidents.

Edmund W. Littlefield, has been elected a Director of the Wells Fargo Bank American Trust Co., San Francisco, Calif., replacing Mark R. Sullivan, who retired.

Maurice Stans has been elected a Director of the National Bank of Washington, Tacoma, Wash.

**Opens Brooklyn Office**  
BROOKLYN, N. Y.—N. A. Wolf has opened a branch office at 189 Montague Street.

**G. A. Pehrson Opens**  
ESPANOLA, Wash.—Gustav A. Pehrson is conducting a securities business from offices here.

**Joins Fairman Staff**  
(Special to THE FINANCIAL CHRONICLE)

LOS ANGELES, Calif.—Sol Splaver has joined the staff of Fairman & Co., 210 West Seventh Street, members of the Pacific Coast Stock Exchange. He was formerly with Calif. Investors.

## Southeastern IBA Group Elects

WASHINGTON, D. C.—Glenn E. Anderson, President, Carolina Securities Corporation, Raleigh, N. C. was elected Chairman of the Southeastern Group, Investment Bankers Association of America, announced F. Barton Harvey, Jr., Partner, Alex. Brown & Sons, Baltimore, Md., retiring Chairman of the Group. Election was held at the 41st Annual Meeting of the Group, Oct. 13-15, at The Greenbrier, White Sulphur Springs, W. Va. Elected with Mr. Anderson were the following officers:



Glenn E. Anderson

Vice-Chairmen—Millard F. West, Jr., Auchincloss, Parker & Redpath, Washington, D. C.; George S. Kemp, Jr., Abbott, Proctor & Paine, Richmond, Va.

Secretary-Treasurer—W. Wallace Lanahan, Jr., Stein Bros. & Eoyce, Baltimore, Md.

Members of the Executive Committee—F. Barton Harvey, Jr., Alex. Brown & Sons, Baltimore, Md.; John C. Hagan, III, Mason-Hagan, Inc., Richmond, Virginia; Thomas L. Anglin, Mackall & Coe, Washington, D. C.; W. Olin Nisbet, Jr., Interstate Securities Corporation, Charlotte, N. C.; LeRoy A. Wilbur, Stein Bros. & Eoyce, Baltimore, Md.

Mr. George A. Newton, G. H. Walker & Co., St. Louis, Mo., President of the Investment Bankers Association of America, was the featured speaker at the meeting.

## Head Fund Drive In Wall Street

Veteran philanthropic leaders Benjamin Einhorn, of Astor and Ross and George H. Heyman, Jr., of Abraham and Co. will head the Wall Street financial district's 1961 maintenance campaign on behalf of Federation of Jewish Philanthropies in New York.

The highlight of the Federation Wall Street Committee's drive will be their annual dinner to be held Monday, Dec. 4, at the Hotel Pierre. Adding to the prominence of the campaign was an announcement that the guest of honor at this year's dinner will be J. Tru Board of Governors of the New York Stock Exchange.

Joseph L. Mailman, Wall Street investor, was appointed earlier as, over-all maintenance campaign Chairman for the 44th city-wide Federation drive.

Gustave L. Levy, former Federation President and presently a Trustee will be this year's dinner Chairman for the Wall Street Division.

"Alan C. Greenberg and Donald Stone will serve as Associate Chairmen as the financial world looks forward to its greatest success in helping so worthwhile and necessary a cause," the Co-Chairmen agreed.

Those serving as Honorary Dinner Chairmen are: Joseph Klingenstein, Robert Lehman, Andre Meyer and Frederick M. Warburg.

Participating as Honorary Co-Chairmen are: Harold L. Bache, Benjamin J. Bottenwieser, John A. Coleman, Irving Mitchell Felt, Henry L. Heming, Bernard J. Lasker, Jerome Lewine, Salim L. Lewis, Henry A. Loeb, Harold C.

Mayer, Ralph E. Samuel, Milton Steinbach, Edwin H. Stern and Jacob C. Stone.

The following are participating members of the Executive Committee: Alexander Abraham, Leonard H. Bernheim, Jacob Bleibtreau, Elmer M. Bloch, Robert B. Bregman, I. W. Burnham II, Paul A. Cohen, Henry A. Cohn, Carl K. Erpf, Albert E. Fagan, S. Marcus Finkle, Robert Fraiman, Thomas W. Frank, Horace W. Goldsmith, Herbert A. Goldstone and Louis A. Green.

Others are: Walter W. Hess, Jr., Phillip Hettelman, John S. Hilson, Stanley R. Jacobs, Harry M. Jacobson, Robert J. Jacobson, John Jakobson, Edgar W. Kann, Irving G. Kaufmann, Frederick A. Klingenstein, Benjamin J. Levy, Herman N. Liberman, Jr., Mark D. Litt, Solomon Litt, Jack C. Louis, Jules Marcus and Clinton O. Mayer, Jr.

Also: Harold C. Mayer, Jr., Arthur J. Neumark, Andrew M. Newburger, Robert L. Newburger, Herbert C. Newman, Max E. Oppenheimer, Edwin Posner, Emil J. Roth, H. Leonard Rothschild, Donald C. Samuel, Arthur D. Schulte, Robert J. Silver, L. Jay Tenenbaum, Clarence E. Unterberg, John Wasserman, S. Robert Weltz, Jr. and Adolph Woolner.

## Allen Announces Link With Klehe

Allen & Company, 30 Broad Street, New York City, has announced the formation of a new French investment banking firm in which Allen & Company has a significant participation.

The new firm, Klehe & Co., with executive offices at 31 Quai Anatole France, Paris, will engage in a private banking business with emphasis on situations in the Common Market area, and in French-speaking nations of Africa.

President and Managing Director of the new financial house will be Richard Klehe, who is highly regarded in French business and official circles.

Mr. Klehe, a prominent figure in the French financial world for many years, assisted in the organization of the United Carbon of France. He is chairman of the board of El Paso Gas Company of France, and has worked closely with Canadian Delhi Oil Company in that company's North African Operations. In addition, Mr. Klehe recently played an important role when an Allen & Company syndicate acquired con-

trol of the Banco Immobiliario Mercantil de Marrueco located in Tangier.

The Board of Directors of the new Company will include from the United States, Charles Allen, Jr. and Herbert Allen, partners of Allen & Company, and Marvyn Carton, an executive associate of the New York firm. The Allens and also Mr. Carton serve on the boards of directors of many domestic and foreign companies. Resident members of the Board in Paris along with Mr. Klehe include among others Charles Torem, General Partner of Cou-

cert Freres and Theodore Benahum.

The name Klehe is not new to France. A firm of similar name was founded in 1855 in Paris by Mr. Klehe's grandfather, and continued in the banking business until just before World War I when it was merged into a larger organization.

## Joins Walston Staff

(Special to THE FINANCIAL CHRONICLE)

RIVERSIDE, Calif. — Henry F. Keil has become affiliated with Walston & Co., Inc., 3655 Tenth Street. He was formerly with Mitchum, Jones & Templeton.

## U. S. Dielectric Common Offered

Maltz, Greenwald & Co., New York City, is offering 99,990 common shares of U. S. Dielectric Inc. at \$3 per share.

Net proceeds from the financing will be used by the company for repayment of bank loans; relocation and setup of new plant facility; acquisition of machinery, equipment, tools and molds; research and development and working capital.

The company of Leominster, Mass., manufactures plastic (epoxy resins) precision parts and components for the electronic industry. Until recently, principal items produced by the company consisted of epoxy packaging, close tolerance components for antennas used in aircraft radar, and ground radar for the Hawk missile system. The company's packaging devices are used in encapsulating small electronic components, including semi-conductors. The line of standardized devices consists of eleven basic sizes, three of which are now in production and eight of which are in the pre-production stage.

## Detroit Bond Club Elects Officers

DETROIT, Mich. — The Board of Directors of The Bond Club of Detroit are pleased to announce that for the year of 1961-62 Richard Wallace of Braun, Bosworth & Co. was elected President succeeding Julius Pochelon of Kenower, MacArthur & Co.

Other officers elected were: Vice-President — John Martin of First of Michigan Corp. Secretary-Treasurer — Joseph Ryan of Ryan, Sutherland & Co.

Herbert J. Hunter of Watling, Lerchen & Co. and Price Kimbrough of Shannon & Co. were elected to the Board. Other directors were Julius Pochelon, Ex-Officio, and Thad Obuchowski of Goodbody & Co.

## Bache Names Hatch

ALBANY, N. Y. — The appointment of Arnold S. Hatch as associate manager of the Albany, N. Y. office of Bache & Co. was announced by Harold L. Bache, managing partner of the nationwide investment firm. Matthew M. Benson is manager of the office which is located in the Sheraton-Ten Eyck Hotel.

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**Bache Inv. Course**

BROOKLYN, N. Y.—Bache & Co. has announced that as an integral part of its continuing program of offering educational courses on investments, its Brooklyn, N. Y. office located at 2215 Church Avenue, will present an investment course specifically designed for women on each of four successive Tuesdays, beginning Oct. 24, at 8 p.m.

Under the direction of Mrs. Pearl Kaufman, a registered representative, the Bache office will offer women investors an opportunity to acquire a basic understanding of investing in securities.

Background and fundamentals of investing will be explained, and many pointers given which can prove helpful in selecting correct stocks for women investors.

**T. M. Kirsch Incorporates**

T. M. Kirsch Co., Inc., 54 Wall Street, New York City, has been formed to continue the investment business of T. M. Kirsch Inc. Officers are Terry M. Kirsch, president; Irving Levine, vice president; and Joel Mandell, secretary-treasurer.

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# MUTUAL FUNDS

BY JOSEPH C. POTTER

## Attacking, Not Defending

It is easy enough these days to sympathize with conscientious, hard-working folks in the mutual fund field who feel they must defend themselves against charges of engaging incompetents to handle sales. These people invariably complain that they are bearing the onus for the sins of a few contemporaries.

Their lament is human and understandable, but it will do nothing to alter an unfortunate situation. Far more rewarding is the approach of Kalb, Voorhis & Co. That New York Stock Exchange house has created a comprehensive self-study sales training course. It is the product of two years of research and investigation. Coming on the heels of an announcement by the National Association of Securities Dealers that its licensing examination for fund salesmen is to become stiffer, it merits the attention of the trade.

The Kalb, Voorhis course tells the salesman how to manage his time. It gives complete presentations, answers to objections and means of closing sales. Underlying all of this is a constant emphasis on the "legal and ethical means" of proceeding. It establishes a unique designation for those who succeed in acquiring exceptional knowledge and understanding of the business. They are to be known as Certified Mutual Fund Representatives and will be awarded personalized certificates and wallet identification cards.

In order to qualify, an individual must take a special examination made up of about 300 questions and earn a grade of 80% or better. He must also pass all required examinations as well. Ferd Nauheim, general partner in charge of the Washington branch of Kalb, Voorhis, says frankly: "Because of the broad scope and the intricacy of the requirements, it is anticipated that relatively few will merit the designation during the coming year."

Ferd Nauheim is not a man to sit around moaning about the ills of the trade. He is familiar with the oft-made charge that poorly-trained sales people are the bane of the business. He puts his finger on the problem when he says:

"If ever an industry vaulted out of its crib, flung its diapers into the corner, pulled on a pair of pants and started running, it is the mutual fund industry. You have seen it. Twenty years ago it was a half-billion-dollar business. Today it is approximately \$20 billion... and the pace is accelerating. Today about 65,000 men and women are engaged as mutual fund salesmen."

And this is how he came to grips with it:

"Two years ago our contacts with hundreds of dealers, thousands of salesmen and dozens of fund executives led us to the realization that the greatest need of the industry was training in depth

... training that encompassed far more than what a mutual fund is, but training that enabled the trainee to be conversant with the securities industry as a whole, with the meaning of true financial planning, with his great obligation to tell his story honestly, ethically and clearly. In most cases the training of salesmen cannot be a classroom task. A man is hired this week, another is recruited two weeks later, three more during the next 60 days. Recruiting of that type demands individual training."

It was from that approach that the Kalb, Voorhis training course emerged. It is estimated that the individual will have to devote more than 100 hours of concentrated study to the 30 individual booklets of this course.

Salesmen and investment dealers can easily appreciate the sort of contribution to the business this approach can make. To the seasonal salesman it means eventually sterner competition, yet the kind that builds up the field. To the investment dealer, it points up the opportunities for attracting worthwhile people and training them without incurring prohibitive expenses.

Rigorous, intensive training will "wash out" many people who should never have been brought into the fund field in the first place. It will develop, in time, the kind of sales people who can perform the highly valuable services the investors have a right to expect.

Of course, it also will eliminate the need to defend the business against its attackers. And that will be achieved by attacking, not defending. Fund executives who have gone over to the offensive, especially on the personnel front, are performing an outstanding service to the entire investment community.

## Young Joins 2nd District Secs.

Second District Securities Co., Inc., 1 Chase Manhattan Plaza, New York City, dealers in U. S. Government Obligations, state and municipal securities, has announced that Bracebridge H. Young is now associated with the firm as Assistant Vice-President and Manager of the municipal bond department. Mr. Young was formerly with Kuhn, Loeb & Co.

## N. Y. Analysts to Hear

G. T. Baker, President of National Airlines, will address the New York Society of Security Analysts on Friday, Oct. 27, in the Society's headquarters at 15 William St. Luncheon begins at 12:30 p.m.

## Affiliated Fund

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## The Funds Report

**Chemical Fund, Inc.**, reported increases in total assets and per share value for the quarter ended Sept. 30. Total net assets equaled \$302,014,044 on Sept. 30, compared with \$297,769,781 reported on June 30, and \$249,243,345 on Sept. 30 a year ago. Net asset value per share was \$12.40 on Sept. 30, 1961, compared with \$12.26 a share on June 30 and \$10.54 a share on Sept. 30, 1960.

**Net assets of Dominick Fund, Inc.**, as of Sept. 30, were at the highest level in the fund's history at \$44,102,143, according to the interim report. These assets were equivalent to \$25.17 per share and compared with \$35,778,926, equal to \$20.93 per share, at Sept. 30, 1960, and \$38,152,745, or \$22.32 per share, Dec. 31, 1960.

**Energy Fund** reports that at Sept. 30 total net assets amounted to \$24,327,062, equal to \$22.77 per share. This compares with year-earlier assets of \$12,225,885, or \$19.65 a share.

Record nine-month, third-quarter and September sales were reported by **Investors Planning Corp. of America**. President Walter Benedick said 1961 business written through Sept. 30 totaled \$127,588,000, up 12.3% from the \$113,600,000 at last year's nine-month mark. He disclosed a third-quarter volume of \$35,575,000, an increase of 15.5% in comparison with the year ago total of \$30,798,000.

September sales, meanwhile, amounted to \$11,733,000, 17.3% higher than the \$10,003,000 of the like 1960 month. Mr. Benedick reported that Investors Planning Corp. is now servicing some 160,000 mutual fund accounts of all types. He said 126,883 of these are represented by I. P. C.-sponsored fund systematic investment plans, 23.5% more than the 102,782 total 12 months earlier.

Fiscal year gains of 21.5% in adjusted per-share value and 34.9% in total net assets were reported by **Financial Industrial Fund, Inc.** The nationally-distributed diversified common stock fund completed its 26th year of operations Aug. 31 with a record period-ending net assets of \$243,436,611, compared with \$180,421,994 12 months earlier.

F.I.F. net asset value per share, meanwhile, rose to \$4.90 from \$4.13 on Aug. 31, 1960.

The fund's annual report disclosed that per-share values have risen 162% over the past decade, after adjustments for capital gains payouts. Fiscal 1961 was the 13th year in the last 20 in which adjusted assets per share rose to higher-than-previous levels.

**General Public Service Corp.** reports net assets at Sept. 30 amounted to \$81,735,664, equivalent to \$6.90 per share on the 11,843,384 shares of common stock outstanding. These assets include net proceeds from the recent rights offering of approximately \$23,895,000. On Sept. 30, 1960, net assets were \$48,077,492, or \$6.27 per share on the 7,666,576 shares then outstanding.

During the third quarter of this year initial investments included Beckman Instruments, Electronic Communications, Monsanto Chemical, National Cash Register and Western Union Telegraph. Increased holdings included Halliburton, Hooker Chemical, Texas Gas Transmission and S. D. Warren.

Individual and institutional investor purchases of \$20,366,922 in the first nine months of this year, an increase of 31%, were reported by **Group Securities, Inc.**

Insuranshares Certificates reports

for the six months ended Sept. 30 net income of \$132,697, or 66 cents per share. This compares with net of \$122,388, or 60 cents a share, in the year-ago period. At latest report insurance stocks comprised nearly 98% of assets, against 95.4% on Sept. 30, 1960.

**Lazard Fund** reports net assets of \$123,911,265, or \$17.44 a share, on Sept. 30. A year earlier assets totaled \$119,855,434, or \$14.71 per share. Capital gains on securities during the first nine months of this year resulted in a net gain of \$9,375,683, equal to \$1.32 a share. This compares with \$3,886,193 and 48 cents per share in the like period of last year.

**Directors of Loomis-Sayles Mutual Fund** declared a capital gain dividend of 62 cents per share, payable Oct. 26, to stock of record Oct. 10. Directors also declared a year-end income dividend of 10 cents making total of 42 cents paid from investment income during 1961.

**B. C. Morton Fund** reported a third-quarter gain of 9.9% in the per-share value of its Insurance Series, raising to 43.3% the adjusted gain for the nine months since the fund's investment management and distribution were assumed by the B. C. Morton Organization.

According to President Bernard Carver, the Insurance Series had a net asset value per share of

## THE LAZARD FUND, INC.

### Report

for the nine months ended  
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\$15.70 at last month's close, compared to \$14.29 on June 30 and \$10.97 on Dec. 31.

At \$14.42 on Sept. 30, the adjusted per-share value of the B. C. Morton Growth Series was up 18.9% from the \$12.17 nine months earlier. On June 30, the per-share figure came to \$14.38.

Net assets per share of the fund's Income Series amounted to \$8.24 at the end of the third quarter, as against \$8.39 on June 30 and \$7.72 on Dec. 31.

The number of shareholders of **National Investors Corp.**, the growth stock mutual fund of the Broad Street Group, topped the 100,000 mark for the first time during the third quarter of 1961. At Sept. 30, shareholders totaled 102,137, which was 63% more than the 62,626 reported 12 months earlier, according to Fred E. Brown, president. Their number has multiplied about three and a half times in the two years since Sept. 30, 1959, he said.

Growth in the number of investors acquiring the corporation's shares through voluntary and contractual investment plans was even more dramatic, Mr. Brown reported. Such plans, which enable a shareholder to invest on a regular or periodic basis, numbered 84,162 at the end of the third quarter, nearly twice as many as 12 months earlier, and an increase of 69,658 in two years. This means that eight out of 10 shareholders are now plan investors.

John P. Chase, Inc., the international investment counsel firm and investment advisers to **Shareholders' Trust of Boston** and **The Chase Fund of Boston**, announced that Richard D. Kirkpatrick has joined their organization as vice-president. Mr. Kirkpatrick was previously a vice-president of Puritan Fund, Inc., and had been associated with Fidelity Management & Research Co. since 1955. Prior to that he was with Brown Brothers Harriman & Co., Boston.

**Tri-Continental Corp.** reports record high assets of \$480,326,172 as of Sept. 30. This represents a gain of \$16,468,477 from the prior quarter and \$67,944,559 above the \$412,381,613 reported at the close of 1960. Share asset value at the end of September was \$57.27, compared with \$49.15 on Dec. 31, 1960.

### CORRECTION

In the Mutual Fund column of Oct. 12 it was reported that General American Investors Co., Inc. had bought shares of Security Insurance Co. of New York. The correct name is **Security Insurance Co. of New Haven**.

### R. E. Lidster Opens

(Special to THE FINANCIAL CHRONICLE)

**WHITTIER, Calif.**—Ralph E. Lidster is engaging in a securities business from offices at 16262 East Whittier Boulevard. He was formerly with Haas, Lidster & Co.

### Multi Planning Corp.

**HICKSVILLE, N. Y.**—Multi-Planning Corporation has been formed with offices at 15 Village Road to engage in a securities business. Officers are Irving Frankel, president and treasurer, and Carl Katz, vice president and secretary.

### Form Cunningham. Andres

**OKLAHOMA CITY, Okla.**—Cunningham, Andres & Company Inc. has been formed with offices in the Petroleum Club Building to engage in a securities business. Officers are Raymond C. Cunningham, II, president; Paul A. Andres, vice-president; and Raymond C. Cunningham, secretary-treasurer. Raymond C. Cunningham II was formerly proprietor of Cunningham & Company.

## Christmas Buying Is More Than A Business Barometer

By Roger W. Babson

Mr. Babson endorses both the spirit and the business engendered by Christmas. He envisions a good Christmas business season this year and adds too much concern about the future could hurt general trade.

There are many reasons why we should be greatly interested in Christmas business—whether we are clerks, storekeepers, manufacturers, or consumers.

### Christmas Trade as a Business Gauge

The feelings of the nation are usually revealed in the volume and the temper of Christmas buying. A number of years ago I was of the opinion that statistics dictated the nation's business, particularly as regards credit available and workers' wages. But now I have come to realize that business is ruled not only by figures, but also very much by feelings. It is encouraging to note at this time that an impartial study of the probabilities for 1961 Christmas business indicates that people throughout the country are feeling good.

Even at a time when the world situation is dark, our people seem ready to honor Christmas in traditionally happy style. Let us all do whatever we can to encourage this attitude. Let us make gifts to those in need. Let us keep in mind what joy and happiness we can bring to others, instead of what profits the gifts may bring to us. To help guide my footsteps in this direction I have erected a sign near the Great Babson Globe (the largest revolving globe in the world) that reads: "FOR WHAT IS A MAN PROFITED, IF HE SHALL GAIN THE WHOLE WORLD AND LOSE HIS OWN SOUL?"

### Purchasing Supports Employment

There is, of course, more to Christmas buying than immediately greets the eye. When you select a present for a relative or a friend, you actually begin an individual business cycle. Not only do you give pleasure to the person receiving the gift, but you give material help to the retailer, providing him with cash that he requires to conduct his important distributing operations. Remember, too, that your money not only gives him his small profit (a few cents out of your dollar), but it also moves along in part to the producer, the clerks, the landlord, the advertising outlets, and others directly or indirectly involved.

Of special significance is the fact that the storekeeper's payment to the manufacturer permits him to employ more people. The manufacturer's workers tend to spend their wages at the store, thus completing the all-important cycle. When the cycle described works smoothly, the entire nation enjoys prosperous times. If the cycle breaks down at any point, business and employment decline (they are two barometers that always move together). Then, unless something is done to repair the break, we are likely to slide into a depression.

### Holiday Buying, 1961

All signs thus far point to a good Christmas buying season for 1961, even though it is always possible for some last-minute occurrence to change the outlook. Readers will get my detailed "Outlook for 1962" in this paper the last week of December. It will treat of Business, Inflation, Retail Trade, Wages, Employment, Politics, and the Stock Market. From what I see now, this forecast should indicate a Merry Christmas for you.

All sections of the country, of course, will not be equally happy

this Christmas. The thousands of families in Texas and other areas which have suffered damage and lost homes from hurricanes and floods cannot be expected to forget their losses. On the other

hand, states which have been drought-ridden are rejoicing over recent rains. The weather could still be a big factor in this year's Christmas buying. In fact, we are inclined not to attach enough importance to ungovernable forces such as weather, floods, epidemics, threat of war, etc.

### Building Shelters

The present rush to build fallout shelters poses another question for business. Too much talk along these lines could hurt general trade. Manufacturers may ask, "If this fallout is coming, why work so hard? Why bother?" And workers may give more

thought to the problem of finding shelter than to doing their jobs or spending their Christmas bonuses. Worry about the future could conceivably have a darkening effect on the outlook for retail trade this approaching Holiday Season.

### Form Meyers & Drucker

Meyers and Drucker has been formed with offices at 350 Broadway, New York City to engage in a securities business. Partners are Arthur Meyers and Mortimer M. Drucker. Mr. Drucker was formerly a partner in Drucker and Hasday.



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## Lambourne Joins Ins. Securities

SAN FRANCISCO, Calif. — Richard W. Lambourne, Investment Counsel for the Ford Foundation with headquarters in New York City, has been elected Vice-President of Insurance Securities Incorporated, 100 California St., it was announced by Leland M. Kaiser, President of the company. Insurance Securities Incorporated manages the Insurance Securities Trust Fund with home office in San Francisco.



R. W. Lambourne

From 1956 to 1960 Mr. Lambourne served as Treasurer of the Ford Foundation. He is no stranger either to the investment field or to California. He was President in 1952-53 of the National Federation of Financial Analysts Societies and served on the Board of Directors from 1949 to 1956. He is a member of the New York Society of Security Analysts and the Security Analysts of San Francisco, of which he was President in 1950. He is a native of Salt Lake City and a graduate of the University of Utah and the Harvard Graduate School of Business Administration.

He has served as a member of the faculty of the Stanford University Graduate School of Business, and is well known as a writer and lecturer on investments and financial research. He is a director of Argonaut Insurance Co. of California.

Mr. Lambourne will begin his new duties at once, according to Mr. Kaiser, and will work closely with him on future plans for the company.

## Fellows, Washington Mgr. for duPont Co.

WASHINGTON, D. C. — George W. Fellows has been appointed Manager of the Washington, D. C. office of Francis I. duPont & Co., Wyatt Building, it has been announced.

Mr. Fellows had previously been the Assistant Manager of the firm's Philadelphia office.

### Third Quarter Statistics

## 10 N. Y. CITY BANK STOCKS

Bulletin on Request

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# BANK AND INSURANCE STOCKS

## This Week — Insurance Stocks

### AETNA LIFE INSURANCE COMPANY

Aetna Life Insurance Company is one of the oldest insurers in this country. The company is actually an outgrowth of the Aetna (Fire) Insurance Co. whose first charter was granted in 1819 in the state of Connecticut. In 1820, the charter was revised to include the writing of life insurance, and in May, 1853, the life insurance company was established as a separate corporation under its present title. There has been no connection with the Aetna Insurance Co. since that date.

Today, Aetna Life ranks as the second largest multiple line insurance organization. Its premium volume is exceeded only by the Travelers Insurance group. Aetna Life is a major factor in the fire and casualty field through its ownership of 62% of the stock of Aetna Casualty and Surety Co., which is the fourth largest fire and casualty company as measured by total assets and sixth largest as measured by premiums written. Aetna Casualty, in turn, owns virtually the entire stock of Standard Fire Insurance Co. The group is licensed to write insurance in all states and Canada. During 1960, Aetna Life strengthened its Canadian operation by the acquisition of a controlling interest in Excelsior Life Insurance Co. of Toronto.

Underwriting facilities for virtually all types of insurance are provided by Aetna Life and its affiliates. The parent company operates primarily through the general agency set-up with three-quarters of sales derived from this source. The remaining one-quarter of sales is obtained from branch managers. Aetna Casualty utilizes the branch office system, rarely used in fire and casualty underwriting, to obtain over 90% of its premium volume. This method permits close supervision of operations and has been very beneficial to the company. In addition, the casualty offices are provided with life insurance facilities, and the life agent in turn, may write fire and casualty lines. Thus the company's 25,000 agents are in an advantageous competitive position in being able to offer complete insurance coverages as the trend to package policies and "one-stop" buying continues in insurance purchasing.

Aetna Life's 1960 premiums written of \$793.7 million were obtained from all the principal forms of life insurance, annuities, and accident and health coverages, with the exception of industrial life lines. The company ranks as the largest stock life insurance organization in the United States as measured by total assets, and is second to Travelers in insurance in force. Both participating and non-participating life coverages are written. At year-end 1960, 5.5% of the insurance in force was participating. The participating department is separated from the regular operations by the company charter and the participating earnings do not flow through to the stockholders. The company's life insurance in force has more than doubled since 1952 with most of the gain obtained in group insurance. Reported earnings from life insurance operations have remained fairly static in recent years as sharply higher taxes and rising operating expenses have offset the gains resulting from increased premium volume.

Aetna Life operates the largest stock accident and health business in the country. A & H volume, which is almost entirely group coverages, amounted to \$352.9 million in 1960. This is the largest single line written by the company, amounting to 54% of the parent's volume and 30% of consolidated premium writings. Group accident and health is highly competitive and generally affords only a modest profit margin. Many companies have lost heavily in this field in recent years as medical and hospital costs have soared; however, Aetna Life's A & H operations have been consistently profitable.

Aetna Casualty has established an outstanding record of growth and profitability in the fire and casualty industry. Premium volume has doubled since 1953 and amounted to \$381.6 million last year. Despite the fact that automobile lines have been the most important single source of premium volume, amounting to 42% of fire and casualty writings in 1960, the company has consistently reported one of the best underwriting profit margins among the major factors in the industry. Only in 1957 was an underwriting loss experienced; and even in that year, the combined loss and expense ratio of 101.2% compared favorably with the industry average of 102.9%.

### Selected Statistics—Growth and Underwriting Results

Year	Premiums Written*	Total Admitted Assets	Capital Funds (in millions)	Life Insurance in Force		
				Individual	Group	Total
1956	\$ 845.0	\$3,070	\$260.5	\$3,835	\$14,802	\$18,637
1957	940.7	3,275	276.8	4,025	16,768	20,793
1958	1,008.3	3,551	322.8	4,175	17,318	21,493
1959	1,071.7	3,801	344.3	4,417	18,535	22,952
1960	1,175.3	4,031	355.5	4,639	19,662	24,301

\* Combined total of parent plus its affiliates.

Year	Approx. Price Range	Reported Earnings (per share)	Adjusted Earnings†	Book Value	Dividend
1956	\$ 82 - 58	\$3.61	\$6.22	\$28.88	\$1.28
1957	80 - 58	3.56	6.00	30.75	1.28
1958	91 - 64	3.50	5.31	35.75	1.28
1959	114 - 79	3.62	6.06	38.99	1.40
1960	97 - 75	3.85	6.54	40.23	1.40

† Includes equities in unearned premium reserve and increase in life insurance in force.

Aetna Life's total assets of slightly in excess of \$4 billion were divided at year-end 1960 as follows: bonds—54.8%; stock—6.7%; mortgages—31.6%; and miscellaneous—6.9%. The company is in excellent financial condition with more than adequate reserve strength. Assets are conservatively invested with a lower than average percentage invested in mortgages with a corresponding higher proportion of assets in bonds. Slightly less than one-

half of the total bonds are represented by public utility securities. Due to its conservatism, the company's return on invested assets is slightly below the industry average at 3.78% before taxes in 1960, but has increased in each year of the past decade.

Aetna Life increased its estimated adjusted operating earnings from \$6.06 in 1959 to \$6.54 per share in 1960. Principal factors in the increase were improved results in accident and health lines annuities, and the increased equity in the undistributed earnings of Aetna Casualty. Full year earnings results in 1961 are likely to approach \$7.00 per share.

During 1959, the common stock of Aetna Life was split 2-1 and a 33 1/3% stock dividend was paid. There are presently eight million shares of stock outstanding which are traded in the Over-the-Counter Market.

The common stock of Aetna Life is currently selling at a price of \$135 bid, near its all-time high which was reached earlier this year. At that price a yield of 1.2% is obtained on the current estimated dividend of \$1.60. The stock is selling at a premium of 50% over its presently estimated adjusted liquidating value and 20.7 times the adjusted earnings for 1960.

## Amer. Distilling Debens. Offered To Stockholders

The American Distilling Co. is offering its common stockholders rights to subscribe at par to \$9,551,900 of 4 1/2% subordinated debentures due Nov. 1, 1986. They are convertible into common stock until Nov. 1, 1971, at the rate of \$47.50 a share.

Stockholders may subscribe for \$100 debentures for each 10 common shares held of record Oct. 17, 1961. Rights expire Nov. 1, 1961. The offering is being underwritten by a group headed by Blyth & Co., Inc.

The debentures are initially redeemable at the company's option at 104.375% for those redeemable before Nov. 1, 1962 to 100% for the 1985 maturity. They are also redeemable for the sinking fund at 100%, plus accrued interest.

The company, with headquarters in New York City and production facilities in Pekin, Ill., and Sausalito, Calif., makes and sells straight and blended whiskies, vodka, gin and other alcoholic beverages.

Its best-selling bourbon brand is "Bourbon Supreme." Its best selling blended whiskey is sold under the "Guckerheimer" brand.

American Distilling will use \$7,000,000 of the proceeds to prepay bank term notes and will add the rest to working capital.

## Reuben Rose Co. To Incorporate

Reuben Rose & Co. Incorporated a New York Stock Exchange member firm, will be formed as of October 27th, with offices at 115 Broadway, New York City. Officers of the new corporation will be Reuben Rose, president; Jean Rose and Richard Quintal vice presidents; Philip Stoller vice president and treasurer; Jerome R. Allen, vice president and secretary; Alfred Robbins and Leonard Gross, assistant vice presidents; Paul M. Rosenthal, assistant treasurer; and Seymour Suskin, assistant secretary.

## J. L. Hamburg Forms New Investment Co.

Jed L. Hamburg, former manager of the investment department of Maltz, Greenwald & Co., has announced the formation of the Jed L. Hamburg Co. The new company will underwrite and distribute investment securities at 11 Broadway, New York City. Mr. Hamburg was also President of Standard Investing Corp.

## Central N. Y. Branch

BUFFALO, N. Y.—Central New York Investing Corp. has opened a branch office in the Ellicott Square Building under the management of Ramon Berg.

## Forms Ins. Mutual

TULSA, Okla.—Seth C. Conard is engaging in a securities business from offices at 3206 South Yale under the firm name of Insurance Mutual Funds.

## Forms Inv. Mutual

BROOKLYN, N. Y.—Rufus M. Tessitore is engaging in a securities business from offices at 172 Avenue U under the firm name of Investors Mutual Programming.

### REPORT OF CONDITION OF

## Underwriters Trust Company

of 50 Broadway, New York 4, N. Y., at the close of business on September 27, 1961, published in accordance with a call made by the Superintendent of Banks pursuant to the provisions of the Banking Law of the State of New York.

ASSETS	
Cash, balances with other banks, and cash items in process of collection	\$6,262,355.24
United States Government obligations, direct and guaranteed	20,062,739.66
Obligations of States and political subdivisions	2,731,744.53
Other bonds, notes and debentures (including \$181,076.31 securities of Federal agencies and corporations not guaranteed by U. S.)	481,076.31
Loans and discounts (including \$2,025.83 overdrafts)	24,977,441.79
Bank premises owned, none, furniture and fixtures	258,090.37
Real estate owned other than bank premises	233,328.25
Other assets	251,177.79
<b>TOTAL ASSETS</b>	<b>\$55,277,933.94</b>

LIABILITIES	
Demand deposits of individuals, partnerships, and corporations	\$21,044,923.95
Time and savings deposits of individuals, partnerships, and corporations	7,372,189.33
Deposits of United States Government	321,374.95
Deposits of States and political subdivisions	20,510,656.91
Deposits of banks	1,399,313.13
Certified and officers' checks, etc.	203,884.73
<b>TOTAL DEPOSITS</b>	<b>\$50,852,343.00</b>
(a) Total demand deposits	\$23,703,470.23
(b) Total time and savings deposits	\$27,148,872.77
Other liabilities	383,970.59
<b>TOTAL LIABILITIES</b>	<b>\$51,236,313.59</b>

CAPITAL ACCOUNTS	
Capital: Common stock, total par value	\$2,000,000.00
Surplus fund	1,000,000.00
Undivided profits	1,011,642.35
<b>TOTAL CAPITAL ACCOUNTS</b>	<b>\$4,011,642.35</b>

TOTAL LIABILITIES AND CAPITAL ACCOUNTS	
	\$55,277,933.94

MEMORANDA	
Assets pledged or assigned to secure liabilities and for other purposes	\$17,465,476.71
Loans as shown above are after deduction of reserves of	164,044.14
Securities as shown above are after deduction of reserves of	179,130.00

I, KENNETH W. LANDFARE, Treasurer of the above-named institution, hereby certify that this report of condition is true and correct to the best of my knowledge and belief.

KENNETH W. LANDFARE

Correct—Attest:  
CHRISTIAN W. KORELL  
SUMNER FORD  
JOSEPH B. V. TAMNEY  
Directors

# Keeping Favorable Outlook For Electric Utility Stocks

Continued from page 3

rate represents just about 10% of all U. S. business expenditures and is expected to double in amount by 1970. Even assuming continued reasonable rates of profit and growing depreciation and other internal cash sources, somewhat more than half of these funds must be provided externally through the sale of securities in the capital markets. The Edison Electric Institute estimates that for the period 1960 to 1980 the investor-owned electric companies will need to raise over \$80 billion for new securities, not counting refunding issues. A year ago the electric utilities alone sold 17% of all new money securities issued. This demand for new capital will have an important impact on the market and these utility issues must compete with all other industries' issues seeking new money.

## Interest Rates

To date in 1961, bond interest rates have been rising although the Federal Reserve Board has been trying to hold down yields on long-term governments through purchase in the open market. However, industrial activity is continuing to increase and if interest rates continue to rise, the yields on new utility bonds may increase at a faster rate than yields on seasoned bonds. Such higher interest rates tend to reduce the benefits of financial leverage to the common stock equity portion and thus tend to raise further the over-all cost of new money. This is part of the new economic climate.

## Inflation

Wholesale prices turned upward in July, 1961, from the recession low and consumer prices advanced in July to a record level of 128.1% of the 1947-1949 average. Although industrial goods prices were unchanged from June, they soon may begin an upward trend if the history of past recoveries is any guide. This means that prices appear to be off on a new upward "creep." History tells us the problems this creates for the utilities, particularly under a New Deal climate. Now, we also have the "New Frontier" environment. The New York World-Telegram's Henry J. Taylor in a provocative article dated Sept. 15, 1961, calls the "New Frontier" a Labor-Socialist government whose "irresponsible spending whirled inflation through the whole economy like a centrifugal pump and which makes veiled or open attacks on profit needs of industry and the fundamental workings of the entire free enterprise system." Witness the recent 12-page letter of the President telling the steel industry his idea about holding the price line in spite of wage increases—"the risk for, and trend of, profits is brushed off like a pigmy at a pole vault," says Mr. Taylor. We, here, also witness the threat to tax-paying utilities in the bill to construct a nuclear power plant at Hanford, subsidized by the U. S. taxpayers and in the plans for a giant Federal transmission grid across many parts of the nation, duplicating facilities of the investor-owned companies, as exemplified particularly in the Colorado River Storage Project transmission scheme. Add to this the stepped-up activity of the REA and the broadening of its base of operations and it is easy to visualize the beginning of uneasiness among investors, large and small, who hold electric utility equities.

Mr. Taylor asks, "Who is to pay the New Frontiersmen's bills when they apply to business the

old frontiersmen's idea that 'the only good Indian is a dead Indian.'"

## More Internally-Generated Funds?

In such a climate, relatively more internally generated funds would be an important self-help in supplying new money to investor-owned electric companies. Since World War II the management of these companies has recognized this need. Two factors come to mind. At present the Federal tax authorities require depreciation to be computed on an original cost basis. Inflation has destroyed this relationship and such depreciation charges understate the economic cost of plant "consumption." Moreover, the more rapid rate of functional obsolescence in our space age economy cuts short the useful life of many types of equipment. Service life for tax purposes is thus longer than estimated useful economic life. In both cases investment is not fully recovered. Tax reform is badly needed in this area. Many treatises have been written on this subject.

I hold out no hope for such tax reform for electric companies under the present administration, but urge that such efforts be continued to lay a good ground for ultimate reform. I base this opinion on the tone of the President's tax message where utilities were excluded from the investment tax credit suggested for other industries. This exclusion seemed to be an unjust discrimination against an industry which pays \$2 billion of taxes a year. The bill had passed it could well have increased the utilities' cost of new capital in relation to the tax credit industries. This is another reflection on the economic climate the utilities must face.

## What Are the Economic "Plus Factor?"

I will next touch on some of the savings in the operating field which we analysts hope can be continued by managements' efforts. For example, the efficiency of utility operations is improving importantly in the field of automation. New higher voltage transmission is affording additional economies and larger production units are more economic in power production.

Another important new economic trend in utility costs savings is through "coordinated" construction where several utilities pool all resources, including transmission networks. Some examples that come to mind are in Virginia, New England and New York. Moreover, at present there are many companies which have substantial amounts of reserve generating capacity and are in a favorable position to absorb new electric loads at relatively small added cost. Electronic data computing machines are just in their beginning and may offer many new economies in billing and many other operations in the years ahead.

These economic factors are what we call "inflation chasers" and under continued research and good management planning, the effects of increasing prices may well be held in check if national inflation can be kept within the so-called "creeping" range.

Moreover, the major new economic threat of duplicate Federal transmission grids may be diminished by the astute stand taken by the utility companies in calling the public's attention to the industry's advanced plans for spending nearly \$8 billion by 1970, to extend the country's 364,000 miles of transmission lines by an additional 103,000 miles of lines. President Fieger of the Edi-

son Electric Institute announced this rather astounding effort only recently (September 12, 1961). He added that the institute's findings "force the conclusion that there is no need for major government projects to build transmission lines." He expects that by 1970 all major power systems can operate on an interconnected basis throughout the U. S. If only the public can be educated to the facts, this program may eliminate the waste of taxpayers' money which would occur if duplicate Federal lines were built. Investors and analysts read this news with great interest.

## Rate of Return

In the electric co-op field, another recent event which alarmed many investors was the REA's approval of a \$60,225,000 loan for the Indiana super co-op which calls itself Hoosier Cooperative Energy, Inc. This was the largest loan ever approved in the history of the REA and was at a subsidized rate of only 2% interest. This, coupled with REA tax exemption, is almost unbeatable competition. Most analysts receive inquiries regularly from investors on the status of this potential encroachment. However, the Indiana electric utilities which have a fine record of supplying service are to be congratulated on the fact-finding battle they are waging on this front. There is hope that their efforts may result in the disapproval of this project at the grass roots level by the Public Service Commission of Indiana.

Incidentally, the most effective commentary I've yet seen on the Colorado River project, and on the current encroachment climate generally, is in a newspaper advertisement prepared by the Atlantic City Electric Company. The advertisement shows a second Washington Monument being constructed beside the original while in the background a duplicate set of towers is being put up next to an existing transmission line. The headline reads: "If Money Is No Object in Washington—Why Not Have Two of Everything?" The copy goes on to say that this concept of government would require not only two Washington Monuments, but also two Bureaus of Internal Revenue and so forth. This is a dramatic presentation of a vital issue in terms which the public can readily understand. The electric industry needs more of this sort of approach, if it is to bring about a public understanding of the economic fallacy of duplicated facilities.

Despite such favorable hopes, the investor-owned companies still face the problem of attracting new capital in competition with other "non-ceiling" profit companies not threatened by government competition. The lack of depreciation tax reform and renewed Federal Government encroachment, generally, plus at least near term rising interest rates will place the final economic burden on the rate of return. Here is the "last chance" economic factor.

After all efforts to offset inflation by operating cost savings, there may remain only a relatively small return, on average, for the investor-owned electric companies' stocks. There simply is not enough return to fully recoup investment with a 6% return on net plant and less than 5% on gross plant book cost. These are the 1960 rates on over-all return experienced in the face of rising bond interest rates and inflation.

An offsetting influence to higher cost of money is the continuing unexpectedly high demand of pension funds and other institutional funds for common stocks. In 1960 non-insured pension plans purchased 52% of all new stock issues versus 38% in 1959. Their 1960 stock purchases totaled \$1.7 billion and they tend to weigh utility stocks heavily in their

portfolios. But this is not an all-saving economic factor. In recent years certain institutional funds have been switching their utility stock holdings geographically, from states with original cost rate bases and tight percentage rates of return to states giving weight to "value" in the rate base and competitive cost in rates of return. So here, too, the "average" for the industry may be misleading. Investors must be selective in their choice of electric utility stocks as in other fields and this affects the cost of common stock money.

## Are There Any Financial Devices For Diverting Cash to Construction?

Under pressure to pay dividends and yet find cash to pay for the vast plant and equipment needs of a growing economy, thoughtful executives have carefully examined means of satisfying both investor and equipment manufacturers' demands for cash. A handful of cases recently have tried the stock dividend, sometimes called the "share distribution," route. Some may have read my studies on whether there is evidence to indicate that any lasting effect on market price can be attributed to stock dividends in themselves. Exhaustive statistical measurements of relative market price performance show that any lasting price gains are due to relatively greater increases in cash dividends supported by increased earning power. These are the fundamental economic forces. Nonetheless, some people feel that regardless of these factors the use of stock dividends somehow offers a kind of tax benefit to shareholders because they are taxable at the capital gains rate when sold. Is this the way out for utilities?

It is easy to show by arithmetical computation that if, say an amount equivalent to the \$3¼ billion raised by the sale of common stock of electric companies from 1950-1958 had not been paid to stockholders in cash dividends, no stock need have been sold.

Further, by selling \$3¼ billion of their original stockholdings over the period in question, investors could have realized more cash after capital gains taxes than they were able to retain from the \$3¼ billion actually received in cash dividends after ordinary income taxes, assuming tax rates of 25% and 50%, respectively, for the different cases.

Some writers carry the logic of arithmetic still further by suggesting that a regular stock-dividend policy would accomplish the same result as this hypothetical cash-withholding plan, and at the same time accommodate those shareholders who need cash by making it a simple matter for them to sell their share dividends, which also are taxable at the capital gains rate, just as the sale of their original holdings would have been taxed.

However, such suggestions as these overlook three basic economic factors: (1) the \$3¼ billion in cash dividends which would have been withheld under this proposal represented fully one-half of all cash dividends actually paid by electric utilities in the period, so that to have withheld cash dividends on the scale envisioned inevitably would have produced a drastic decline in market prices, with resultant harm to all investors; (2) the logic of such arithmetic doesn't apply to the vast number of common shares held by institutions such as pension funds, endowment and charitable funds and the like, which do not encounter the double tax on earnings paid out as dividends and (3) the stockholders who sold would have been divesting themselves of their proportionate ownership.

Last June, I reviewed the studies about the market value of stock dividends before appear-

ing as a witness in a New Jersey probate court case involving an estate holding stock dividend shares. The estate consisted mainly of oil company stocks. Here, too, as in the case of utility stocks, the ability to achieve real price gains relative to their own industry stocks was found to depend upon relative cash dividend gains. Wherever we look there just isn't any "free lunch" in the economic world. There are no substitutes for growing earning power and cash dividends if you measure stock values by the prices investors are willing to pay for stocks in the open market place.

Further interesting approaches to the dividend problem worthy of attention will be seen in John Child's (Vice-President, Irving Trust Co., New York City) new book, "Long Term Financing," which I recommend to utility executives trying to make the most of their cash dividend dollars. My feeling is that the answer to the problem of attracting the vast amounts of future equity capital which utilities will require in the next decade lies in a sound regulatory climate and a more equitable tax policy—not in stock dividends.

## State Regulatory Environment

Finally—the investor and the utility analyst must look at the end point of all factors, economic and otherwise. Fortunately this is a plus factor. There has been in recent years a growing understanding by state public utility commissioners of the economic problems of the electric utility industry and of the need of utilities to attract capital at a reasonable cost within our competitive economic climate. This means a consideration of equitable rates of return. The selective investor has placed his confidence in this growing understanding. During the past years our research department has continually urged the selection of sound electric utility equities for clients' portfolios and events have shown that this confidence in "grass roots" regulation has been warranted.

## Conclusion

The immediate outlook for electric companies is favorable. Kilowatt-hour sales are in an upward trend and industrial activity is rising. Earnings for the utility industry in the first half have increased from the same period a year ago and the year 1961, as a whole, should be a beneficial year for investor-owned electric companies, earnings-wise. The industry's past record has been excellent in terms of stability and growth. Cost control and progressive marketing programs have permitted service at low rates during a long period of inflation following World War II. Sales and plants are expected to double in the next decade.

In evaluating all of the economic factors, it seems apparent that if the electric utilities "scratch" hard during the next few years they can raise the new capital needed to supply service to customers and at the same time maintain a sound capital structure and generate improved earnings for the common stock to support increasing cash dividends—all this to a degree sufficient to avoid diluting the shareholders' equity.

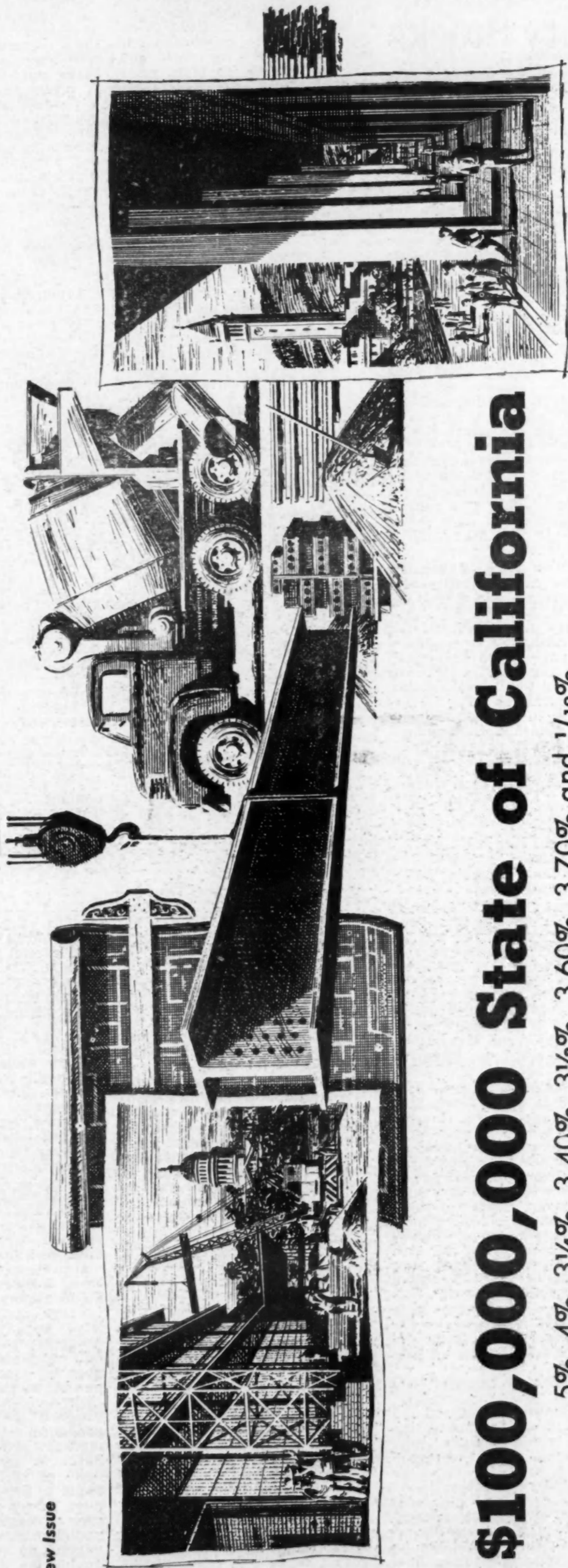
This is no easy task but with good corporate management and operating under a state regulatory climate of economic understanding, the opportunities are available for economic success.

\*An address by Mr. Barker before the 1961 Workshop Conference of the Electric Companies Public Information Program (P.I.P.) in Denver, Colo., Sept. 20, 1961.

## Now Irwin Karp Co.

D. Klapper Associates, Inc., 68 William St., New York City, has changed its name to Irwin Karp & Co., Inc.

New Issue



# **\$100,000,000 State of California**

5%, 4%, 3 1/4%, 3.40%, 3 1/2%, 3.60%, 3.70% and 1/10%

**State Construction Program Bonds, Act of 1958, Series F**

**Dated September 1, 1961**

**Due July 1, 1963-87, incl.**

**Payment and Registration**—Principal and semi-annual interest (January 1 and July 1) payable, at the option of the holder, at the office of the Treasurer of the State of California in Sacramento, California, or at the principal office of The First National City Bank of New York in New York, N. Y., or at The First National Bank of Chicago in Chicago, Ill. First coupon payable July 1, 1962. Coupon bonds in denomination of \$1,000 registrable only as to both principal and interest.

**Redemption Provision**—Bonds maturing on and after July 1, 1983, are subject to redemption at the option of the State, as a whole or in part, on July 1, 1982, (but not prior thereto) and on any interest payment date thereafter, at the principal amount thereof and accrued interest thereon to date of redemption. Publication of notice of redemption shall be once a week for two successive weeks not less than 30 days nor more than 90 days prior to said date of redemption, in each of the Cities of San Francisco, Sacramento and Los Angeles, California. If less than all the bonds should be redeemed, they shall be called in inverse numerical order, the part so called not less than all the bonds maturing in any one year.

**Tax Exemption**—In the opinion of counsel, interest payable by the State upon its bonds is exempt from all present Federal and State of California personal income taxes under existing statutes, regulations and court decisions.

**Legality for Investment**—We believe these bonds will meet the requirements as legal investments for savings banks and trust funds in New York, California and certain other states and for savings banks in Massachusetts and Connecticut and will be eligible as security for deposits of public monies in California.

## **AMOUNTS, RATES, MATURITIES AND YIELDS OR PRICES**

(Accrued interest to be added)

Amount	Coupon Rate	Due	Yield or Price
\$3,200,000	5%	1963	1.80%
3,200,000	5	1964	2.15%
3,200,000	5	1965	2.30%
3,200,000	5	1966	2.50%
3,200,000	5	1967	2.60%
3,200,000	5	1968	2.70%
3,600,000	5	1969	2.80%
3,600,000	5	1970	2.90%
3,600,000	5	1971	3.00%
3,600,000	5	1972	3.10%
4,000,000	4	1973	3.15%
4,000,000	3 1/4	1974	3.20%
4,000,000	3 1/4	1975	100
4,000,000	3 1/4	1976	3.30%
4,000,000	3.40	1977	100
4,400,000	3 1/2	1978	3.45%
4,400,000	3 1/2	1979	100

income taxes under existing statutes, regulations and court decisions.

**Legality for Investment**—We believe these bonds will meet the requirements as legal investments for savings banks and trust funds in New York, California and certain other states and for savings banks in Massachusetts and Connecticut and will be eligible as security for deposits of public monies in California.

**Purpose and Security**—These bonds, issued under the State Construction Program Bond Act of 1958 (Statutes First Extraordinary Session 1958, Chapter 88) and Section 19.5 of Article XVI of the Constitution of the State of California, for various construction program purposes, in the opinion of counsel are general obligations of the State of California payable in accordance with the State Construction Program Bond Act of 1958 out of the General Fund of the State. The full faith and credit of the State of California are pledged for the punctual payment of both principal and interest. The bonds were authorized by the electorate on November 4, 1958, for the purpose of providing the necessary funds to meet the major building construction, equipment and site acquisition needs for the departments of the State Government which are financed primarily from general revenues rather than from special funds.

**Tax Gain, Amortization of Premium**—These bonds will be initially issued by the State of California at not less than their par value, and a taxable gain may accrue on bonds purchased at a discount. Investors are required under existing regulations to amortize any premium paid thereon.

**Legal Opinion**—These bonds are offered when, as and if issued and received by the underwriters listed below, as well as other underwriters not shown whose names will be furnished on request, and subject to approval by The Honorable Stanley Mosk, Attorney General of the State of California, and by Messrs. Orrick, Dahlquist, Herrington & Sutcliffe, Attorneys, San Francisco, California, a copy of whose legal opinions will be printed on each bond.

Bank of America N. T. & S. A.	The First National City Bank of New York	The Chase Manhattan Bank	Blyth & Co., Inc.	The First Boston Corporation	Harriman Ripley & Co. Incorporated	Harris Trust and Savings Bank	Wells Fargo Bank American Trust Company
Security First National Bank	United California Bank	Glore, Forgan & Co.	C. J. Devine & Co.	Crocker-Anglo National Bank	Goldman, Sachs & Co.	Eastman Dillon, Union Securities & Co.	
Merrill Lynch, Pierce, Fenner & Smith Incorporated	Dean Witter & Co.	Weeden & Co. Incorporated	The First National Bank of Oregon	Seattle-First National Bank	Equitable Securities Corporation	Reynolds & Co., Inc.	J. Barth & Co.
Ladenburg, Thalmann & Co.	John Nuveen & Co.	William R. Staats & Co.	Hornblower & Weeks	Wertheim & Co.	Hayden, Stone & Co.	E. F. Hutton & Co. Incorporated	Shearson, Hammill & Co.
Ira Haupt & Co.	B. J. Van Ingen & Co. Inc. (Incorporated)	Bache & Co.	Bacon, Whipple & Co.	A. G. Becker & Co. Incorporated	Branch Banking & Trust Company	Fidelity Union Trust Company Newark, N. J.	Gregory & Sons
Roosevelt & Cross Incorporated	Stone & Youngberg	Taylor and Company	G. H. Walker & Co.	Adams, McEntee & Co., Inc.	James A. Andrews & Co.	The Boatman's National Bank of St. Louis	F. W. Craigie & Co.
A. G. Edwards & Sons Incorporated	First National Bank in Dallas	First Southwest Company	J. A. Hogle & Co.	The National City Bank of Cleveland	Wm. E. Pollock & Co., Inc.	Republic National Bank of Dallas	Trust Company of Georgia
Wachovia Bank and Trust Company	Wood, Struthers & Co.	Anderson & Strudwick	William Blair & Company	Davis, Skaggs & Co.	Elworthy & Co.	The First National Bank of Memphis	Industrial National Bank of Rhode Island
Kalman & Company, Inc.	Kenower, MacArthur & Co.	A. M. Kidder & Co.	Lawson, Levy, Williams & Stern	Irving Lundborg & Co.	Mason-Hagan, Inc.	Mercantile National Bank at Dallas	New York Hanseatic Corporation
The Ohio Company	Shuman, Agnew & Co. Incorporated	Wells & Christensen	J. C. Wheat & Co.	Robert Winthrop & Co.	Blunt Ellis & Simmons	I. L. Brooks & Co. Incorporated	Dewar, Robertson & Panceast Fahnestock & Co.
The First Cleveland Corporation	First National Bank in St. Louis	J. B. Hanauer & Co.	Henry Harris & Sons	The National Bank of Commerce	Rauscher, Pierce & Co., Inc.	The Robinson-Humphrey Company, Inc.	Seasongood & Mayer
Van Alstyne, Noel & Co.	The White-Phillips Company, Inc.	R. D. White & Company	J. R. Williston & Beane Incorporated	Brush, Slocumb & Co., Inc.	Courts & Co.	Crittenden, Podesta & Co.	Field, Richards & Co.
The First National Bank of Birmingham	The Fort Worth National Bank	Ginther & Company	Hayden, Miller & Co.	Lyons & Shafit Incorporated	McDonald & Company	Wm. J. Mericka & Co., Inc.	Merrill, Turben & Co., Inc.
Mödel, Roland & Stone	Mullaney, Wells & Company	Park, Ryan, Inc.	Rotan, Mosle & Co.	Stern, Lauer & Co.	The Valley National Bank of Arizona	Barlow Leeds & Co.	Boettcher and Company
Bosworth, Sullivan & Company, Inc.	John W. Clarke & Co.	Curtiss, House & Company	J. M. Dain & Co., Inc.	Dallas Union Securities Co., Inc.	Dittmar & Company, Inc.	Ellis & Company	
Foster & Marshall Inc.	Green, Ellis & Anderson	Hooker & Fay, Inc.	Hutchinson, Shockey & Co.	Laird, Bissell & Meeds	John C. Legg & Company	A. E. Masten & Company	McDonnell & Co. Incorporated
The Milwaukee Company	Newburger, Loeb & Co.	Northwestern National Bank of Minneapolis	Russ & Company Incorporated	Stern, Frank, Meyer & Fox	Sterne, Agee & Leach	Suplee, Yeatman, Mosley Co. Incorporated	M. B. Vick & Company

October 19, 1961

A circular relating to these bonds may be obtained from any of the above underwriters, as well as other underwriters not shown whose names will be furnished on request.

4,000,000	4	1973	3.15%
4,000,000	3 1/4	1974	3.20%
4,000,000	3 1/4	1975	100
4,000,000	3 1/4	1976	3.30%
4,000,000	3 1/4	1977	100
4,000,000	3 1/4	1978	3.45%
4,000,000	3 1/4	1979	100
4,000,000	3 1/4	1980	100
4,000,000	3 1/4	1981	3.55%
4,000,000	3 1/4	1982	100
4,000,000	3 1/4	1983	100
4,000,000	3 1/4	1984	3.65%
4,000,000	3 1/4	1985	100
4,000,000	3 1/4	1986	100
4,000,000	1 1/10	1987	Not Recferred

Yield to maturity.

\*Bonds maturing 1983-87, incl., subject to call at par, plus accrued interest, on and after July 1, 1982, as described herein.

# Keeping Economy Moving Sustaining Its Future Pace

Continued from page 1

not compare well with its predecessors in, say, 1954-55 and again in 1958. The recovery in employment has been slower this time. In the first six months of this recovery nonagricultural employment (seasonally adjusted) increased only 0.3%, compared with increases of 1.1% and 1.6% in a corresponding period after the low points of 1958 and 1954. To some extent this has been offset by a tendency for the work week to lengthen more rapidly this time than in these earlier recoveries. It remains true, however, that job opportunities have been opening up this time a bit more slowly than in these earlier recoveries.

While the recovery this time seems to have been at a somewhat more hesitant pace than in 1954 or 1958, the differences are not large; and we are entitled up to this point to conclude that we have been having a normally vigorous expansion since the low point last February. Total output rose 4.5% from the first to the third quarter, or at the rate of about 0.7% per month. On the basis of experience in other periods this must be considered a very normal rate of gain. Personal incomes have increased more since the low point of the recession than during the comparable early months of recovery in 1954-55 or in 1958. In July the level of industrial production pushed above its pre-recession peak, thus requiring only five months from the end of the recession to break into new ground. Establishing a new peak after the 1953-54 recession required nine months, and after the 1957-58 recession, 11 months were required.

## II

Will the improvement keep rolling along? How rapidly, in short, will the level of business activity rise in the months ahead? In spite of the rapid recovery of recent months, one can detect real uneasiness about the answers to these questions. There are, of course, always pessimists around who can see a collapse lurking behind every statistic. And there may be some who do not want to admit (even to themselves) that a good pace of recovery could have occurred with the relatively moderate and generally well-executed government program that was set in motion to encourage an improvement in business conditions. But beyond these there are many who have some misgivings about whether the current expansion can generate enough momentum to regain and sustain reasonably full employment.

## Bases for Concern

There are, as I see the problem, about four sources of this concern. First, there was a discernible slowing down of the pace of the expansion in August. Industrial output gained only 0.7%, compared with earlier monthly gains ranging up to 3.0%. (Part of this was probably the result of the earlier shut-down in the automobile industry to prepare for producing the new models.) The gain in employment was about one-quarter of the average monthly increase since February. While month-to-month gains in every recovery vary widely, this clear slowing down of the pace of the recovery in August must be considered a source of concern.

Second, retail sales have been persistently unresponsive to the increase in incomes. The figures are quite striking. In recent months retail sales have been running at a volume equal to about 52% of personal incomes.

This is slightly below the 53% figure in February, the low point of the recession, and it is very considerably below the 55.6 average for the recession year of 1958. To a substantial extent this arises because consumers are now spending more of their incomes on services than was true in 1958. In 1961 consumers' purchases of services will absorb about 33% of their incomes before taxes, compared with about 31% in 1958 and only 28% as recently as six years ago. And services show up in retail sales to a lesser extent than purchases of tangible goods. Thus the declining proportion of incomes being spent in retail establishments does not prove that consumers have been on some kind of spending strike.

There is, however, some evidence that consumers are at least administering their incomes a bit more prudently. The proportion of incomes allocated to savings has been discernibly higher than year-ago levels. In the second quarter retail sales would have been at least 1% higher if the rate at which consumers were giving thought to the morrow had held at levels prevailing in early 1960. A striking manifestation of this more prudent management of their fiscal affairs is the reluctance of consumers to take on installment debt. The volume of new credit extended in recent months has been equal to just over 13% of incomes, markedly below the 14½% average for the two preceding years. In July, before the model-change-over began to obscure the sales data, consumers were borrowing at the rate of \$15.6 billion per year to finance car purchases, an amount equal to 4.3% of consumers' incomes after taxes. In 1960 the figure was 5.1%, and even in 1958 the ratio was 4.5%. If borrowing to finance the purchase of cars had been running at this more normal volume of about 5% of after-tax incomes, the difference would have meant the additional purchase of close to 100,000 new and used cars. Even after a generous allowance for changes in the pattern of consumer demand, the evidence still indicates that consumers have been administering their financial affairs pretty tightly.

The source of this cautious behavior on the part of consumers is not entirely clear. Pessimistic appraisals of the economic situation by senior government officials, appraisals that events have already demonstrated to have been far too gloomy, may have got through to consumers. Uneasiness about the international situation has probably played a role. The rational response to a conventional war scare may be the purchase of a new car and other hard goods, but that is obviously not true if the threat is an all-out nuclear attack.

A third source of concern about economic prospects has to do with our international transactions. Our foreign trade has been a significant economic stimulant during the last two years. Imports receded slightly after late 1959, and exports during this same period moved strongly upward. As a result our merchandise exports were running about \$7.5 billion per year in excess of imports early in 1961. Since that time this gap has been narrowing as U. S. exports weakened and imports began to move upward. And by the last quarter our net merchandise export surplus was not over half the \$7½ billion rate achieved early this year. With rising levels of domestic business activity our imports can be expected to move further upward. At the same time

England and certain other countries have taken strong measures to curb booms that have threatened to become disorderly, and this can be expected to moderate their demands for U. S. production. We must, therefore, assume that our own foreign trade will exert some further moderating influence on the economy during the year ahead.

Fourth, the response of housing to the easy money and ready availability of credit, characteristic of this and other recessions, has been more sluggish than in 1954 or 1958. It is, of course, true that the current pace of housing starts, at around the \$1.3 billion annual rate, looks considerably better than at the turn of the year, when for one month it fell below \$1 million. Even so the upturn was slower in coming this time and data on FHA applications and VA appraisal requests do not yet look as strong as in the 1958 recovery. And we know that the supply of housing is more ample relative to demand. By mid-1961 the vacancy rate was 8.1%, an all-time high for the period covered by our data.

These evidences of lingering heaviness in the private economy are all the more remarkable in view of at least three forces that will be making for a relatively rapid expansion of business activity in the year ahead. First, it is already clear that monetary and credit conditions are going to remain easy longer during this expansion than in 1958. A comparison with the expansion in 1958 is quite striking. We have now completed seven months of this recovery from the February low point. In September net free reserves of Federal Reserve member banks were over \$500 million. In November 1958, seven months after the 1958 low point, these net free reserves were \$20 million, down very sharply from the \$600 million level of early 1958. Reflecting this, interest rates have responded much more slowly than during the last recovery.

There are wide differences of opinion about the magnitude of the contribution that the easier credit environment makes to a more rapid recovery. Some, who would be considered to have an easy money bias, seem to hold to the view that credit conditions exert little influence on business conditions, but lack of an easy money policy during this expansion might be fatal. Presumably there would be general agreement that easy credit conditions at least do not slow down the expansion, and probably contribute to fueling it along.

Second, it is evident that plant and equipment expenditures of businesses will recover their lost ground more quickly than last time. In a survey whose results were released the end of September, businesses indicated that these outlays to expand and improve their facilities would, by the fourth quarter, be running 6% ahead of this year's first quarter. A survey in September 1958 indicated that these outlays in the fourth quarter of 1958 would still be 3.5% below that year's first quarter. Clearly the current prospect for capital outlays is relatively strong, stronger than it was at this corresponding point in 1958. This is particularly good news. It had been feared by some that capital outlays would show no strength until widespread excess capacity was whittled down. Yet here was a trap. Neither could we get the rise in activity that would take up the slack in productive capacity until capital outlays were higher. We have learned once again that decisions to improve production facilities depend on a complex array of considerations, only one of which is the relationship between the current rate of production and some computation of theoretical capacity.

Third, Federal expenditures will be increasing fairly rapidly in the months ahead, and this trend will begin to have a substantial influence on the pulse of the economy. The evidence on this prospect is quite striking. In the fiscal year ending last June 30, the Federal Government's "regular" or "administrative" budget registered expenditures of \$81.5 billion. The present official estimate of expenditures for fiscal year 1962 (the current year) are \$87.7 billion, an increase of \$6.2 billion. This, however, is not the end of the story. If the Federal Government's expenditures are to rise to \$87.7 billion for this year, outlays will be running at the annual rate of over \$90 billion by the end of the fiscal year next June. Thus we already have in view the prospect of a budget for the next fiscal year in the \$93-95 billion range, if the momentum of the current trend is allowed to rock along. This would be an increase of \$12-14 billion in two years. Moreover, we know that this "regular" budget falls far short of including all Federal cash outlays. Total Federal cash payments last year were \$99.3 billion, \$17.8 billion in excess of the regular budget's \$81.5 billion expenditure figure. By the next fiscal year (1963) these cash payments will be in the range of \$117-120 billion, if present trends are at all indicative. Thus total Federal cash payments may well rise something like \$15-18 billion during this two-year period. Whatever else this may mean, in the near-term this increase is bound to exert a very considerable upward push on business activity.

What does this all add up to? Even if we make fairly conservative assumptions about the rate at which consumers will spend their funds it is difficult to take these pluses in the business outlook and come out with anything much less than, say, a \$555-60 billion GNP for mid-1962—compared with a \$526 rate right in the third quarter. And if consumers should start letting go of their dollars more freely, the figure could go even higher.

## III

If something like this prospect were to be realized, there would be considerable basis for satisfaction. The economy would have made a good recovery; employment opportunities would have expanded substantially; and real incomes and purchasing power would be at record levels.

Can we sustain economic expansion on an orderly and vigorous basis as we move beyond the next few months into the zone of reasonably full employment? This is a much more difficult and complex matter than appraising the near-term trend in business activity. And now is none too soon to give this problem some soul-searching attention. Otherwise we may again find that inadvertently we have sown the seeds of another downturn in this current period of expansion and recovery. Moreover, we do need to devote more attention to the problem of strengthening the vitality of the economy for the long pull.

It is surprisingly difficult to say anything very useful on this matter of strengthening our capability for orderly and sustained expansion. A review of the things that have been written on the subject of a growing economy quickly reveals how much is devoted to the desirability of more rapid economic growth and how little is devoted to constructive suggestions for achieving it. This is perhaps understandable. It is easy to catalog the good things that higher real incomes would make possible. It is not so easy to write the prescription for achieving these higher real incomes.

If the present cyclical recovery

is to be converted into an orderly and sustained expansion, we must come to grips with three inter-related problems.

## International Balance of Payments

First, we must effect a basic strengthening of our international balance of payments. For over a decade our annual payments to the rest of the world have exceeded our receipts from other countries, and in the years 1958-1960 this gap was averaging almost \$4 billion per year. As a result the world's holding of dollars grew to a point where in 1960 and early this year some nervousness developed abroad about holding more of these dollars, and there was some conversion into gold. Fortunately this quickly passed, in part because the spotlight has been on the recent weakness of the British pound. But our basic problem remains — namely, a tendency for the flow of dollars abroad to exceed our receipts from the rest of the world. Even in the second quarter, when many conditions were in our favor, our balance of international payments showed a deficit (apart from a special transaction) of \$1.9 billion, at an annual rate. This is close to the annual average of the last decade.

While no one item in this set of accounts can technically be considered to be the source of the imbalance, the general nature of our problem is clear enough. We are paying out to the rest of the world about \$5 billion per year through our foreign military operations and foreign aid programs, and substantial but widely varying further amounts flow to the rest of the world from U. S. investment activity abroad. In 1960 these three items resulted in payments of \$9 billion to the rest of the world. While U. S. exports continue to exceed imports, we have been unable thus to achieve a surplus on current account large enough to offset the large drains from foreign aid, our military operations, and capital movements, and it is not likely that we can do so for the long run. We face in the year ahead the hard task of making real progress in closing the deficit in our international balance of payments. And it will be a year when our net export surplus may tend to decline, for reasons already discussed.

How should we proceed? It would be comforting to believe that the aggregate of individually negligible changes in numerous items would do the trick. Such measures as expanding foreign tourist travel here or increasing our exports through trade fairs abroad are, of course, desirable. The blunt and painful truth is, however, that a reduction in the flow of dollars to the rest of the world through capital movements, foreign aid, and military operations must also be a part of remedial action. If we do not eliminate this basic deficit, we court the risk of a resurgence of uneasiness on the part of foreign dollar holders. If this were to occur, it could produce another international dollar crisis fairly promptly, since events at the turn of the year have already demonstrated something that many here and abroad were until then disinclined to believe—namely, that the U. S. dollar could ever get into trouble.

## Allocating Incomes for Public And Private Use

There is a second major policy question which, for all the discussion it has received, has never been faced squarely. How do we want to allocate our incomes between private and public uses? Or, to state the matter more bluntly: on an on-going basis what is the proper ratio between government spending and our national income? This is supposed to be an age of long-range planning. No corporation is respectable unless it has a Vice-President for Plan-

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ning, makes long-run projections of markets, has a capital budgeting department, and a staff to worry about the future. Yet with our government budgets we stagger from an annual battle of the budget to the next. Here are programs through which flow over \$150 billion per year, an amount equal to 30% of our national income, and the procedures we follow give us no clear idea of where it is all going beyond the year, or where it ought to go.

Some discussions about the evils of government spending reflect a troglodytic yearning for an age long-since gone forever. With rising incomes the demand for government services can be expected to rise, and with increased urbanization these demands may rise more rapidly than incomes rise. With the increasing complexity of business operations, the labor force must be more highly educated, and this means public expenditures. Some public programs

probably ought to be growing even more rapidly. We must be prepared to increase outlays for higher education markedly in the next few years, or we shall deny a college education to a growing proportion of these college-age young people. And this would be a decision to dump more people into the ranks of the untrained labor force, where job opportunities will not be plentiful.

Even so the facts are worth examining. At first glance the figures are reassuring enough. Federal expenditures in the administrative budget (the usual definition) have not grown more than gross national product in recent years. In each year since 1956 these outlays were just over 16% of our gross national product. The administrative budget, however, does not include large disbursements for such things as social security or the highway trust fund. And it does not include state and local outlays.

#### Ratio of Government Outlays to Gross National Product

Type	Fiscal Years	1956	1962
1. Federal administrative budget expenditures	16.2%	16.1%	
2. Total government cash outlays	24.9	29.0	
3. Total Federal cash outlays	17.8	20.8	
4. Federal defense outlays and interest on the public debt	11.6	11.0	
5. Total Federal cash outlays less defense outlays and interest on the public debt	6.2	9.6	

The ratio of total government cash outlays to gross national product has risen from 24.9% in 1956 to an estimated 29.0% for this year. Interestingly, the ratio of defense outlays plus interest on the public debt to gross national product has been quite stable, leaving rapid increases in other items accounting for the growing proportion. If this year's Federal cash outlays excluding interest on the debt and defense spending were to be 6.2% of gross national product, as in 1956, instead of the more probable 9.6%, these outlays would be about \$18 billion less.

This persistent tendency for the public sector to absorb a growing proportion of our national income inevitably poses the question: How far ought it to go? The British faced this question this summer and concluded that the government should not plan for a growth in public outlays hereafter at a rate more rapid than the probable expansion of the national income. Whether the present ratio is the correct one or not, their government did explicitly face up to a major question of social policy.

This is a matter that we, too, must soon face candidly. Perhaps public outlays should continue to grow more rapidly than the economy as a whole, but this should not be by default. We should ask ourselves candidly how we want to allocate our incomes between public and private uses. And our public budgeting procedures should then be geared to give us some guide posts about whether we are headed in the direction that, in the longer run, we want to be going.

#### Price Inflation

Third, we must be on the alert for a resumption of price inflation. There are, of course, honest differences of opinion about whether a resumption of a rising price level would be very damaging to the economy. It seems clear, however, that the sensitivity of people here to the problem and our own delicate balance of payments problem have at least reduced the extent of inflation that we can tolerate. Moreover, recent research does not support the view that we can achieve more rapid economic growth if only we would give up the goal of a reasonably stable price level.

What should be done? Good fiscal and monetary policies are, of course, as essential as ever. Without them we could easily get inflation from the orthodox cause of excessive money demand. There are grounds for hoping that the

Federal Reserve will be able to find that difficult middle ground between policies too tight to achieve reasonably full employment and too easy to avoid a disorderly boom. Budget prospects present a more complex picture. It is essential that the Administration put forward a budget in January for fiscal year 1963, that projects a comfortable surplus. The Administration is to be commended for its determination, frequently expressed, to avoid a deficit next year. It is to be hoped that recommended expenditures can be held to not much over \$90 billion so that the present tax structure can cover these outlays and with some surplus. If the expenditure figure is much in excess of \$90 billion for Fiscal Year 1963, there must be recommendations for appropriate increases in tax rates.

Experience in the last six years, however, has demonstrated that there is more to a stable price level than avoiding an excessive aggregate demand. Our price-cost level can also go up because large groups in our economy have varying degrees of market power to raise prices and wages even when demand is not in excess of our productive capacity.

Unlike the problem of excess demand, where we know a good deal about what to do even if we do not always do it, we are almost spectacularly devoid of answers to this market-power aspect of the inflation problem. Some form of wage-price control for key industries or at least justification of price increases before a government agency, has been proposed. Because it would create a heavy incentive to avoid price reduction, there is a good chance that this route would leave us a few years hence with a higher price level than would otherwise have occurred. Protecting vigorous competition is desirable and appears on most lists of proposed solutions, but this in practice uncomfortably often takes the form of protecting competitors and thereby inhibiting competition. Moreover, it does not get at the unions' substantial market power over wage costs.

At this stage there is, therefore, a useful role for the Presidential open mouth or jaw-bone approach. President Eisenhower used it repeatedly. In recent weeks President Kennedy has also tried this approach. But what comes from the jaw-bone or the open mouth is important to the effectiveness of this policy. The superficially impartial approach is to assign equal responsibility to

business and labor, and to ration exactly as many admonitory words to one as to the other. A slightly easier formula is to address words of admonition to the side least important politically, with the minimum nod in the other direction to show that "both sides" are recognized. The courageous approach is to evaluate the sources of these price-cost pressures, and to direct the moral force of this open mouth policy toward those aspects of the problem that have been most difficult to get at any other way. Now it would be quite an arithmetic accident if the sources ("sources" not "blame") were exactly equally divided, and it is a fact that employee costs per unit of output in all manufacturing or in the steel industry in the last six years have been rising and profits per unit of output have not. And it is certainly clear that we are particularly short on ideas about how to deal with this wage-inflation aspect of our problem.

At this particular time the President, therefore, had an opportunity to use the great prestige of his office to influence constructively this wage-inflation aspect of the problem. He would be speaking of this problem as a political friend of unions. Moreover, the critically important labor negotiations in process in the auto industry provided the opportunity. Unfortunately the open mouth policy took the form of admonishing another industry about prices, with only an inconspicuous nod to the labor-cost dimension of the problem. At the same time the auto industry was warned that the one thing the country could ill-afford from it was a strike. The results were that in the end a strike still occurred in the auto industry, from which the country can quickly recover. And there also emerged an economic package variously estimated to increase labor costs per hour something like 5% to 6% per year for three years. Obviously this will have repercussions on subsequent wage settlements, including that in steel next year. It should be equally obvious that such an increase in our cost level, not a strike, was the one thing the nation could particularly ill-afford to have come out of the auto negotiations at this juncture. Another nudge was given toward putting the dollar under pressure internationally, and the achievement of stable, sustainable growth at reasonably full employment was thereby made more difficult to attain.

The results of this excursion into the use of open mouth policy have not, therefore, been very reassuring. Yet there is an aspect of this price-level problem where the open-mouth or jaw-bone approach can make a contribution. But it will have to be better executed next time, or it will be dismissed as a clumsy and inequitable political maneuver rather than as a wise piece of economic statesmanship.

#### IV

The problems of keeping the economy moving along the path toward a more sustainable and orderly pace of growth and expansion will be difficult ones in the period ahead. It is reasonable to expect some resumption of price pressures; yet the magnitude of the rise in the price level that we can tolerate is not large. If consumers remain hesitant, the expansion could seem to move sluggishly; yet the resumption of a more normal rate of spending relative to incomes could, together with the certain rise in public outlays, cause the level of business activity to lurch upward at an unsustainable pace. It would be reasonable to expect some further deterioration in our balance of payments on current account; yet the foreign response to any signs that the dollar is again in trouble is apt to be much more prompt than the last time. The

## PUBLIC UTILITY SECURITIES BY OWEN ELY

### Long Island Lighting Company

Long Island Lighting Company celebrated its golden anniversary year in 1960 although the present corporate set-up (reflecting a merger with several subsidiaries) was consummated in 1950. The past decade has been one of rapid growth, with the population in the area increasing by over one million—larger than the gain for all the rest of New York State. The company's revenues increased from \$47 million in 1950 to \$154 million recently. While the rate of growth has now slowed down a little, it is still outstanding. Last year's maximum demand of 1,034,000 kw was 9% above the previous year's peak. There were 22,653 new electric customers, and 11,426 new gas users, in 1960; and over the last three years the number of customers using gas for space-heating doubled.

Long Island Lighting supplies electric and gas service in Nassau and Suffolk Counties and in the Rockaway District of New York City (Queens Borough). The area comprises over 1,200 square miles and has a population of about 2,700,000. While the service territory is predominantly residential, numerous light manufacturing plants have located in the area in recent years. Airplane manufacture is the principal industry—Sperry, Republic, Grumman, etc.

Revenues are about three-quarters electric and one-quarter gas. Electric revenues are about 51% residential—an unusually high percentage—22% commercial and 18% industrial. Gas revenues are about 78% residential and space heating.

The company's electric generating capability is 1,256,000 kw compared with the winter peak-load of 1,034,000 last December. A 185,000 kw unit will be added during 1963.

Almost all of the company's gas requirements are met with natural gas purchased from pipelines under long-term contracts. For standby purposes the company has three water gas plants and three liquefied petroleum plants. Natural gas not used in off-peak seasons is stored in pipeline-owned storage fields for use during peak load periods, or used for electric generation. Purchased gas costs averaged 41c per mcf in the year ending March 31, 1961. Rates now effective will increase this cost level by about 2.6c per mcf.

The company has an automatic rate adjustment clause (initiated in October 1959) whereby changes in the cost of gas from suppliers are passed along to customers.

While the regulatory climate in New York State is not considered to be especially favorable, Long Island Lighting has increased the percent earned on year-end net plant from 4.6% in 1953 to 6.2% in the 12 months ended March 31, 1961 (as computed by Standard & Poor's). In 1960 the company had reduced its electric rates by \$1,200,000 per annum, equivalent to about 7c a share on the common stock. In the 1960 report to stockholders the company stated: "Our policy on rates generally remains unchanged. We will apply promptly

for rate increases when that course is necessary to support earnings in order that we may finance our undertakings at reasonable cost. In conformity with this policy, we will present our needs promptly (on the basis of forecasted figures, if necessary) to the regulatory agency to obtain relief, when needed, rather than after earnings have suffered."

In the earlier part of the 1950-60 decade share earnings were handicapped by the dilution resulting from heavy sales of common stock which were designed not merely to provide a portion of construction funds but also to raise the equity ratio from 27% to a level around 36%. In 1951 the company sold common stock twice, on a 1-for-6 and 1-for-7 basis respectively; 1-for-7 offerings were made in 1952 and in 1953; 1-for-8 in 1954, and 1-for-10 in 1955 and in 1958.

Because of this heavy dilution it seems fairer to take share earnings on the basis of average shares rather than actual year-end shares. On this basis the record is as follows, including an official estimate for 1961 made at the stockholders' meeting last spring:

1950	\$1.19	1956	\$1.68
1951	1.37	1957	1.72
1952	1.26	1958	1.93
1953	1.28	1959	2.04
1954	1.32	1960	2.18
1955	1.50	1961 Est.	2.25

During the decade 1950-60 share earnings gained at a compounded rate of over 6% but in the last five years when equity financing was much smaller, the rate of gain increased to over 8%. However, some part of the latter gain reflected the tax savings (reported on a flow-through basis) resulting from the use of accelerated depreciation.

In the 12 months ended June 30, 1961, revenues totaled nearly \$154 million compared with \$142 million in the previous 12 months, a gain of 8% despite the industrial setback during this period. Earnings for this period were \$2.18 a share, the same as reported for the calendar year 1960. While the company has incurred abnormal expenses from hurricane damage, it is understood that the reserve of over \$1,000,000 for claims, storm damage, etc., will take care of this. However, there may be a little doubt as to whether the estimate of \$2.25 for calendar 1961 will be attained.

At the recent price around 54 (range this year about 59-62) the stock yields 2.8% based on the \$1.50 dividend. The price-earnings ratio based on the \$2.18 reported for the 12 months ended June 30, is 24.8, only moderately higher than the industry average (estimated at 23.3 recently).

### New Blyth Branch

TACOMA, Wash.—Blyth & Co., Inc., has opened a branch office in the Rust Building under the management of A. H. Reeder.

### Opens Branch Office

ONEONTA, N. Y.—Central New York Investing Corporation has opened a branch office at 8-10 Broad Street under the management of Fred Joedicke.

### Now A. J. Carno Co.

The firm name of ABC Securities Corporation has been changed to A. J. Carno Co., Inc., and offices have been removed to 52 Broadway, New York City.

path for wise economic policy is never wide; this time the margins for error are particularly small.

\*An address by Dr. McCracken at the 47th National Convention of the National Consumer Finance Association, New York City, Oct. 5, 1961.

## STATE OF TRADE AND INDUSTRY

Continued from page 5

assembly in U. S. plants following 102,098 last week. In the same week of 1960 completions totaled 144,056.

Ward's estimated at 240,000 cars and trucks the September-October output losses directly attributable to strikes over labor contracts. The count includes 156,000 in September at GM Corp., part of which will be recouped in October-November by scheduling increases, and 84,000 in the last two weeks by Ford Motor Co.

Meanwhile, the quest for volume output this week carried American Motors to six-day, two-shift operations at Kenosha, Wis., Chevrolet to six days at Flint, Mich., and Buick - Oldsmobile - Pontiac to six days at Arlington, Texas. Chrysler Corp. also scheduled irregular overtime, and Cadillac one extra hour on each of two shifts daily.

Truck production, which dipped to 16,337 this week from 18,035 last week, found Ford and Divco completely idled by strikes and International Harvester facing a strike deadline next Monday. International Harvester is the nation's No. 3 truck producer.

### Slight Rise in Business Failures For Week Ended Oct. 12

Commercial and industrial failures continued up to 341 in the week ended Oct. 12 from 330 in the preceding week, reports Dun & Bradstreet, Inc. Casualties were heavier than in the similar week a year ago when 326 occurred and exceeded considerably the 1959 toll of 252. Businesses failing in the current week ran some 44% above the prewar level of 237 registered in the corresponding week of 1939.

There was little change in casualties involving liabilities in excess of \$100,000 which numbered 35 as against 36 a week earlier and 35 in the previous year. All of the week's rise occurred among failures with losses under \$100,000—they edged to 306 from 294 last week and 291 a year ago.

The toll among retailers climbed to 174 from 153 and among construction contractors to 57 from 46. These two operations accounted for all of the week's increases. Meanwhile, wholesaling casualties held even at 39, and manufacturing fell to 43 from 58 and commercial service to 28 from 34. Mortality equalled or exceeded 1960 levels in all industry and trade groups except manufacturing.

Most of the week-to-week rise came from three geographic regions: the South Atlantic States, up to 51 from 28, the West North Central, up to 18 from 8, and the West South Central, up to 22 from 7. Contrasting declines prevailed in three regions, with the toll in the Middle Atlantic States falling to 91 from 123 and the toll in the Pacific States dipping to 69 from 72. Despite the week's mixed trends, six of the nine major areas had the same number or more failures than in the comparable week of last year.

Thirty-eight Canadian failures were recorded as against 50 in the preceding week and 31 in the corresponding week of 1960.

### Electric Output 7.1% Higher Than in 1960 Week

The amount of electric energy distributed by the electric light and power industry for the week ended Saturday, Oct. 14, was estimated at 15,125,000,000 kwh., according to the Edison Electric Institute. Output was 90,000,000 kwh. above that of the previous week's total of 15,035,000,000 kwh. and 1,005,000,000 kwh., or 7.1% above that of the comparable 1960 week.

### Lumber Shipments Were 7.3% Below Same Week in 1960

Lumber production in the United States in the week ended Oct. 7,

totalled 219,482,000 board feet compared with 227,920,000 board feet in the prior week, according to reports from regional associations. A year ago the figure was 208,971,000 board feet.

Compared with 1960 levels, output climbed 5%, shipments declined 7.3% and orders rose 7.7%.

Following are the figures in thousands of board feet for the weeks indicated:

	Oct. 7 1961	Sept. 30 1961	Oct. 8 1960
Production	219,482	227,920	208,971
Shipments	206,480	227,848	222,842
Orders	223,520	220,051	207,477

### Intercity Truck Tonnage Was 4.2% Ahead of the Same 1960 Week

Intercity truck tonnage in the week ended Oct. 7, was 4.2% ahead of the volume in the corresponding week of 1960, the American Trucking Associations, Inc. announced. Truck tonnage was 1.4% below the previous week of this year.

These findings are based on the weekly survey of 34 metropolitan areas conducted by the ATA Department of Research and Transport Economics. The report reflects tonnage handled at more than 400 truck terminals of common carriers of general freight throughout the country.

The terminal survey for last week showed increased tonnage from a year ago at 25 localities. Nine points reflected tonnage decreases from the 1960 level. Truck terminals at six centers showed gains of 15% or more; these were Charlotte up 21.7%, Albuquerque 19.7%, Louisville 19.0%, Birmingham 16.3%, New Orleans 16.1%, and Richmond 15.8%. Four other terminal areas showed increases of over 10%.

Compared to the immediately preceding week, 13 reporting metropolitan areas registered increased tonnage while 21 areas reported decreases.

### Freight Carloadings Were 3 of 1% Ahead of Preceding Week

Loading of revenue freight in the week ended Oct. 7 totaled 639,941 cars, the Association of American Railroads announced. This was an increase of 1,673 cars or three-tenths of one percent above the preceding week.

The loadings represented a decrease of 6,045 cars or nine-tenths of one percent below the corresponding week in 1960, but an increase of 82,365 cars or 14.8% above the corresponding week in 1959 (during the steel strike).

There were 13,461 cars reported loaded with one or more revenue highway trailers or highway containers (piggyback) in the week ended Sept. 30, 1961 (which were included in that week's over-all total). This is the highest figure since the report was started, and was an increase of 1,237 cars or 10.1% above the corresponding week of 1960 and an increase of 4,273 cars or 46.5% above the 1959 week.

Cumulative piggyback loadings for the first 39 weeks of 1961 totaled 433,019 for an increase of 18,157 cars or 4.4% above the corresponding period of 1960 and 124,021 cars or 40.1% above the corresponding period in 1959. There were 58 class I U. S. railroad systems originating this type traffic in the current week compared with 55 one year ago and 50 in the corresponding week in 1959.

### Wholesale Commodity Price Index Off Slightly But Remains Above Last Year

After dipping during the past week, the general wholesale commodity price level turned up to 274.38 on Oct. 16, reports Dun & Bradstreet, Inc. However, it did not equal the level registered on the similar day a week ago and was also off fractionally from the prior month. Although several

commodities were quoted higher in price, including substantial advances in wheat, corn, rye and tin, these increases were offset primarily by the lower prices paid for hogs this Monday as compared with a week earlier.

The daily wholesale commodity price index stood at 274.38 (1930-32=100) on Oct. 16, down slightly from 274.42 on the corresponding day last week but appreciably higher than the 265.87 a year ago.

### Wholesale Food Price Index Lowest in Ten Weeks

The Wholesale Food Price Index, compiled by Dun & Bradstreet, Inc., dipped in the latest week to the lowest level since Aug. 8, and was also off fractionally from last year. On Oct. 17, the index inched 0.8% lower to \$5.94 from \$5.99 in both the preceding week and a year ago.

Substantial declines occurred this week in prices paid for bellies, eggs, hogs, coffee and cottonseed oil. While a larger number of foodstuffs were quoted higher in price—wheat, corn, rye, oats, barley, hams, sugar, cocoa, potatoes and steers—their increases were slight and offset by the sizeable decreases in the five items.

The Dun & Bradstreet, Inc. Wholesale Food Price Index represents the sum total of the price per pound of 31 raw foodstuffs and meats in general use. It is not a cost-of-living index. Its chief function is to show the general trend of food prices at the wholesale level.

### Retail Buying Up Slightly but Uneven for Week Ended Oct. 11

Consumer purchases edged slightly higher in the week ended Oct. 11, but the picture varied widely by lines, regions, and weather. Bolstered by advances in women's apparel and new model cars, total retail volume moved a little above the comparable level last year, although sales of home furnishings and men's wear slipped.

The total dollar volume of retail trade in the week ended this Wednesday ranged from even to 4% higher than a year ago, according to spot estimates collected by Dun & Bradstreet, Inc. Regional estimates varied from comparable 1960 levels by the following percentages: New England -4 to 0; East North Central -3 to +1; East South Central -1 to +3; West North Central and Mountain 0 to +4; South Atlantic and West South Central +1 to +5; Middle Atlantic +2 to +6; and Pacific +4 to +8.

### Nationwide Department Store Sales Increased 6% Over The 1960 Week

Department store sales on a country-wide basis as taken from the Federal Reserve Board's index advanced 6% for the week ended Oct. 7, 1961, compared with the like period last year. For the week ended Sept. 30, sales were 5% higher than last year. In the four-week period ended Oct. 7, 1961, sales advanced 4% over the corresponding period in 1960.

According to the Federal Reserve System, department store sales in New York City for the week ended Oct. 7, were 6% higher than the same period last year. In the preceding week ended Sept. 30, sales were also 6% higher than the same period last year. For the four weeks ending Oct. 7, a 1% increase was reported above the 1960 period while from Jan. 1 to Oct. 7, a 2% increase over sales in the comparable period of 1960 was recorded.

### N. C. Roberts Branch

LAGUNA BEACH, Calif.—N. C. Roberts & Co., Inc. has opened a branch office at 218 Forest Ave. under the direction of Edmund F. Delaney.

## SECURITY SALESMAN'S CORNER

BY JOHN DUTTON

### Creative Thinking Will Pay Off

The first step in making a sale is to find someone who needs and can use what you are selling. You can be a master of the techniques of conducting an interesting and convincing sales presentation, you may know your product from A to Z, but unless you find people who need and can use what you are offering, this knowledge will be of no practical use. Just recently, for example, my attention was called to a sale which illustrates the importance of this thesis. This instance involved a \$250,000 mutual fund order from an insurance company. Incidentally, the extreme flexibility and usefulness of this investment media is well known, but the following case history is an example of the wide range of objectives that can be covered by this now highly regarded investment.

### The Problem Is General

There are many young and progressive insurance companies that have a serious problem today. They do not have the income to hire a highly skilled group of investment specialists who can select investments and supervise them. Yet, they realize that they must exert every effort to employ their capital funds as safely and as productively as possible. Some of these smaller companies, of necessity, must rely upon one or two executive officers who have had experience in portfolio management, investment banking, or possibly a good record in managing their own personal investment portfolios. They also, quite properly, work through and with the advice of an investment committee, in making investment decisions.

Often, these committees are composed of some of the directors who meet at intervals convenient to all concerned, and under circumstances which may preclude their having the time to thoroughly evaluate the many important facets which enter into portfolio management. Despite these obvious impediments a creditable investment record has been established by many of the smaller insurance companies which have been rapidly forging ahead in recent years.

However, if you compare the limited facilities that are available to these companies with the highly trained, experienced investment research departments of many of the top mutual funds in this country, you will be forced to acknowledge that the investment management which is available not alone to a small insurance company, but to the general public as well, does not begin to compare with that provided through an investment in a well managed fund.

In the case of one small company, this problem was solved by investing \$250,000 in a mutual fund wherein the gross acquisition cost (which included the liquidation fee, of any part, or all of this investment) was only 3% of the principal sum invested. The sale was closed because of the realization on the part of the directors of this company that they were spending too much time in evaluating and trying to manage a small investment portfolio. Disagreements and a cross current of differences finally made the meetings of the investment committee a burden to the well intentioned

men who were guiding the destiny of this young company.

### How One Company Met the Issue

They solved the problem by picking a mutual fund which they believe will give them experienced and skilled supervision of their investments, immediate marketability for any part, or all of their common stock portfolio, freedom from the laborious task of making decisions on many individual stock investments with inadequate sources of information at their command, plus reinvestment privileges of all capital gains and dividends without further deliberation if desired. For a small acquisition cost, and one-half of one percent a year for management, to which will be added modest trustee fees, this progressive, young insurance company has solved its investment problems.

An experienced investment officer could not be secured for many times the management fee and acquisition cost involved in this purchase of the mutual fund. In addition, the time and work that was required to manage the portfolio under the circumstances which existed before this investment was initiated now frees the officers (and directors) from a task which will be better done by specialists.

When you realize that \$500,000 can be invested in many top flight mutual funds for an acquisition cost of as low as 1%, \$300,000 to \$500,000 for 2%, and \$200,000 to \$300,000 for 3%, possibly it will pay some enterprising security salesmen to look around not only for smaller insurance company prospects, but also trust funds, private investing corporations, and other large investors who may be very pleased to consider the advantages of acquiring top-flight investment supervision for their portfolio of securities. The convenience from a book-keeping and taxation viewpoint alone is so obvious, plus the management superiority that is apparent to any one who wishes to investigate the facts, gives any salesman a most interesting approach to the smaller institutional and large individual investor's account.

A review of the possible investment accounts who may be interested in commitments of \$100,000 upward in mutual funds could lead to substantial business for any salesman who is able to present this excellent solution for the investment problems of many smaller institutions. The investment problem is one of vital concern to many officers and directors of these companies, yet this excellent solution is often unknown to them.

The salesman who looks for customers will find many problems that people wish to solve. It may be an institutional investor or a widow with modest funds. The business is where you find it and the mutual fund is only one of the excellent solutions you can offer. Creative imagination in seeking out potential investors will uncover many such opportunities.

### With Hoiton, Henderson

(Special to THE FINANCIAL CHRONICLE)

LOS ANGELES, Calif.—W. Glenn Marshall, Jr., has been added to the staff of Hoiton, Henderson & Co., 621 South Spring Street, members of the Pacific Coast Stock Exchange. He was formerly with Keon & Company, Inc. and Raymond Moore & Co.

# Indications of Current Business Activity

The following statistical tabulations cover production and other figures for the latest week or month available. Dates shown in first column are either for the week or month ended on that date, or, in cases of quotations, are as of that date:

	Latest Week	Previous Week	Month Ago	Year Ago
<b>AMERICAN IRON AND STEEL INSTITUTE:</b>				
Indicated steel operations (per cent capacity).....	Oct. 14	72.0	72.0	69.5
Equivalent to—				53.2
Steel ingots and castings (net tons).....	Oct. 14	2,071,000	2,102,000	2,032,000
<b>AMERICAN PETROLEUM INSTITUTE:</b>				
Crude oil and condensate output—daily average (bbls. of 42 gallons each).....	Oct. 6	7,112,010	7,155,860	7,161,560
Crude runs to stills—daily average (bbls.).....	Oct. 6	8,155,000	8,139,000	9,921,000
Gasoline output (bbls.).....	Oct. 6	28,793,000	29,968,000	30,272,000
Kerosene output (bbls.).....	Oct. 6	2,683,000	2,969,000	2,965,000
Distillate fuel oil output (bbls.).....	Oct. 6	13,209,000	13,344,000	13,654,000
Residual fuel oil output (bbls.).....	Oct. 6	5,523,000	5,980,000	5,796,000
Stocks at refineries, bulk terminals, in transit, in pipe lines—				
Finished and unfinished gasoline (bbls.) at.....	Oct. 6	185,110,000	184,484,000	191,207,000
Kerosene (bbls.) at.....	Oct. 6	36,265,000	35,790,000	35,529,000
Distillate fuel oil (bbls.) at.....	Oct. 6	166,438,000	166,139,000	171,437,000
Residual fuel oil (bbls.) at.....	Oct. 6	50,000,000	50,220,000	49,632,000
<b>ASSOCIATION OF AMERICAN RAILROADS:</b>				
Revenue freight loaded (number of cars).....	Oct. 7	639,941	638,268	645,986
Revenue freight received from connections (no. of cars).....	Oct. 7	537,309	525,245	465,522
<b>CIVIL ENGINEERING CONSTRUCTION—ENGINEERING NEWS-RECORD:</b>				
Total U. S. construction.....	Oct. 12	\$388,900,000	\$450,500,000	\$523,300,000
Private construction.....	Oct. 12	193,000,000	243,400,000	254,200,000
Public construction.....	Oct. 12	195,900,000	207,100,000	269,100,000
State and municipal.....	Oct. 12	168,500,000	188,500,000	240,700,000
Federal.....	Oct. 12	27,400,000	18,600,000	28,400,000
<b>COAL OUTPUT (U. S. BUREAU OF MINES):</b>				
Bituminous coal and lignite (tons).....	Oct. 7	8,595,000	8,775,000	7,205,000
Pennsylvania anthracite (tons).....	Oct. 7	364,000	334,000	300,000
<b>DEPARTMENT STORE SALES INDEX—FEDERAL RESERVE SYSTEM—1947-49 AVERAGE=100:</b>				
.....	Oct. 7	164	156	129
<b>EDISON ELECTRIC INSTITUTE:</b>				
Electric output (in 000 kwh.).....	Oct. 14	15,125,000	15,035,000	15,869,000
<b>FAILURES (COMMERCIAL AND INDUSTRIAL)—DUN &amp; BRADSTREET, INC.:</b>				
.....	Oct. 12	341	330	292
<b>IRON AGE COMPOSITE PRICES:</b>				
Finished steel (per lb.).....	Oct. 9	6.196c	6.196c	6.196c
Pig iron (per gross ton).....	Oct. 9	\$66.44	\$66.44	\$66.44
Scrap steel (per gross ton).....	Oct. 9	\$39.17	\$39.17	\$39.50
<b>METAL PRICES (E. &amp; M. J. QUOTATIONS):</b>				
Electrolytic copper—				
Domestic refinery at.....	Oct. 11	30.600c	30.600c	30.625c
Export refinery at.....	Oct. 11	27.700c	27.375c	28.325c
Lead (New York) at.....	Oct. 11	11.000c	11.000c	11.000c
Lead (St. Louis) at.....	Oct. 11	10.800c	10.800c	10.800c
Zinc (delivered) at.....	Oct. 11	12.000c	12.000c	12.000c
Zinc (East St. Louis) at.....	Oct. 11	11.500c	11.500c	11.500c
Aluminum (primary pig, 99.5%+) at.....	Oct. 11	24.000c	24.000c	26.000c
Straits tin (New York) at.....	Oct. 11	121.125c	121.125c	120.500c
<b>MOODY'S BOND PRICES DAILY AVERAGES:</b>				
U. S. Government Bonds.....	Oct. 17	87.13	87.19	87.02
Average corporate.....	Oct. 17	85.85	85.85	85.59
Aaa.....	Oct. 17	90.06	89.92	89.51
Aa.....	Oct. 17	87.99	87.99	87.59
A.....	Oct. 17	84.94	84.94	84.68
Baa.....	Oct. 17	80.69	80.81	80.81
Railroad Group.....	Oct. 17	83.28	83.28	82.90
Public Utilities Group.....	Oct. 17	86.65	86.78	86.51
Industrials Group.....	Oct. 17	87.59	87.45	87.32
<b>MOODY'S BOND YIELD DAILY AVERAGES:</b>				
U. S. Government Bonds.....	Oct. 17	3.97	3.95	3.96
Average corporate.....	Oct. 17	4.72	4.72	4.74
Aaa.....	Oct. 17	4.42	4.42	4.45
Aa.....	Oct. 17	4.56	4.56	4.59
A.....	Oct. 17	4.79	4.79	4.81
Baa.....	Oct. 17	5.13	5.12	5.12
Railroad Group.....	Oct. 17	4.92	4.92	4.95
Public Utilities Group.....	Oct. 17	4.66	4.65	4.67
Industrials Group.....	Oct. 17	4.59	4.60	4.61
<b>MOODY'S COMMODITY INDEX</b>				
.....	Oct. 17	371.0	374.6	376.4
<b>NATIONAL PAPERBOARD ASSOCIATION:</b>				
Orders received (tons).....	Oct. 7	382,118	365,915	286,818
Production (tons).....	Oct. 2	349,930	349,991	261,790
Percentage of activity.....	Oct. 7	97	98	76
Unfilled orders (tons) at end of period.....	Oct. 7	598,031	570,722	549,084
<b>OIL, PAINT AND DRUG REPORTER PRICE INDEX—1949 AVERAGE=100:</b>				
.....	Oct. 13	113.79	113.71	114.04
<b>ROUND-LOT TRANSACTIONS FOR ACCOUNT OF MEMBERS, EXCEPT ODD-LOT DEALERS AND SPECIALISTS</b>				
Transactions of specialists in stocks in which registered—				
Total purchases.....	Sept. 22	2,482,070	2,309,960	2,608,230
Short sales.....	Sept. 22	431,700	407,840	415,140
Other sales.....	Sept. 22	2,111,580	1,901,810	2,117,050
Total sales.....	Sept. 22	2,543,280	2,309,650	2,532,190
Other transactions initiated off the floor—				
Total purchases.....	Sept. 22	347,820	299,920	537,280
Short sales.....	Sept. 22	61,300	33,400	55,560
Other sales.....	Sept. 22	439,930	290,580	480,800
Total sales.....	Sept. 22	501,230	323,980	536,360
Other transactions initiated on the floor—				
Total purchases.....	Sept. 22	840,748	707,173	953,271
Short sales.....	Sept. 22	69,390	74,330	84,400
Other sales.....	Sept. 22	697,455	631,730	779,032
Total sales.....	Sept. 22	766,845	706,060	863,432
Total round-lot transactions for account of members—				
Total purchases.....	Sept. 22	3,670,638	3,317,053	4,098,781
Short sales.....	Sept. 22	562,390	515,570	555,100
Other sales.....	Sept. 22	3,248,965	2,824,120	3,376,882
Total sales.....	Sept. 22	3,811,355	3,339,690	3,931,982
<b>STOCK TRANSACTIONS FOR ODD-LOT ACCOUNT OF ODD-LOT DEALERS AND SPECIALISTS ON N. Y. STOCK EXCHANGE—SECURITIES EXCHANGE COMMISSION</b>				
Odd-lot sales by dealers (customers' purchases)—†				
Number of shares.....	Sept. 22	1,672,408	1,635,836	1,707,933
Dollar value.....	Sept. 22	\$92,576,924	\$94,018,032	\$93,434,082
Odd-lot purchases by dealers (customers' sales)—				
Number of orders—customers total sales.....	Sept. 22	1,607,540	1,617,693	1,879,502
Customers' short sales.....	Sept. 22	22,297	19,307	11,279
Customers' other sales.....	Sept. 22	1,585,243	1,598,386	1,868,223
Dollar value.....	Sept. 22	\$83,291,749	\$84,561,257	\$95,671,971
Round-lot sales by dealers.....				
Number of shares—Total sales.....	Sept. 22	489,670	497,950	660,350
Short sales.....	Sept. 22	489,670	497,950	660,350
Other sales.....	Sept. 22	489,670	497,950	660,350
Round-lot purchases by dealers—Number of shares.....	Sept. 22	526,770	506,410	453,010
<b>TOTAL ROUND-LOT STOCK SALES ON THE N. Y. STOCK EXCHANGE AND ROUND-LOT STOCK TRANSACTIONS FOR ACCOUNT OF MEMBERS (SHARES):</b>				
Total round-lot sales—				
Short sales.....	Sept. 22	769,720	669,830	739,380
Other sales.....	Sept. 22	16,026,270	15,081,560	17,479,470
Total sales.....	Sept. 22	16,795,990	15,751,390	18,218,850
<b>WHOLESALE PRICES, NEW SERIES — U. S. DEPT. OF LABOR — (1947-49=100):</b>				
Commodity Group—				
All commodities.....	Oct. 10	118.5	118.5	118.7
Farm products.....	Oct. 10	88.0	87.8	87.6
Processed foods.....	Oct. 10	107.8	107.9	108.0
Meats.....	Oct. 10	95.0	94.9	95.1
All commodities other than farm and foods.....	Oct. 10	127.0	127.0	127.3

\*Revised figure. †Number of orders not reported since introduction of Monthly Investment Plan. ‡Prime Western Zinc sold on delivered basis at centers where freight from East St. Louis exceeds one-half cent a pound.

	Latest Month	Previous Month	Year Ago
<b>AMERICAN PETROLEUM INSTITUTE—Month of July:</b>			
Total domestic production (barrels of 42 gallons each).....	245,050,000	241,897,000	240,529,000
Domestic crude oil output (barrels).....	215,699,000	213,084,000	212,645,000
Natural gasoline output (barrels).....	29,334,000	28,711,000	27,866,000
Benzol output (barrels).....	17,000	12,000	18,000
Crude oil imports (barrels).....	37,975,000	27,186,000	31,191,000
Refined product imports (barrels).....	24,310,000	18,994,000	19,551,000
Indicated consumption domestic and export (barrels).....	286,105,000	278,185,000	277,052,000
Increase all stocks (barrels).....	21,230,000	9,802,000	14,219,000
<b>BUILDING CONSTRUCTION—U. S. DEPT. OF LABOR—Month of September (in millions):</b>			
Total new construction.....	5,432	5,388	5,168
Private construction.....	3,714	3,714	3,524
Residential buildings (nonfarm).....	2,089	2,105	1,972
New housing units.....	1,590	1,574	1,492
Additions and alterations.....	396	428	398
Nonhousekeeping.....	103	103	82
Nonresidential buildings.....	949	937	904
Industrial.....	218	213	247
Commercial.....	421	416	369
Office buildings and warehouses.....	201	201	185
Stores, restaurants, and garages.....	220	215	184
Other nonresidential buildings.....	310	308	288
Religious.....	91	90	93
Educational.....	56	55	51
Hospital and institutional.....	71	69	53
Social and recreational.....	67	69	70
Miscellaneous.....	25	25	21
Farm construction.....	150	161	121
Public utilities.....	507	491	501
Telephone and telegraph.....	85	79	95
Other public utilities.....	422	412	406
All other private.....	19	20	26
Public construction.....	1,718	1,674	1,644
Residential buildings.....	73	69	60
Nonresidential buildings.....	461	459	450
Industrial.....	30	29	30
Educational.....	277	275	266
Hospital and institutional.....	33	32	36
Administrative and service.....	68	69	62
Other nonresidential buildings.....	53	54	56
Military facilities.....	117	109	132
Highways.....	689	651	644
Sewer and water systems.....	147	149	135
Sewer.....	84	86	77
Water.....	63	63	58
Public service enterprises.....	60	66	77
Conservation and development.....	135	135	122
All other public.....	36	36	24
<b>BUILDING PERMIT VALUATION — DUN &amp; BRADSTREET, INC.—217 CITIES—Month of August:</b>			
New England.....	\$36,043,525	\$26,226,342	\$36,277,649
Middle Atlantic.....	284,637,293	232,506,291	140,154,526
South Atlantic.....	85,194,541	47,387,096	49,925,020
East Central.....	121,009,917	111,941,988	106,373,545
South Central.....	119,278,928	109,676,025	109,569,090
West Central.....	45,985,581	43,062,303	41,543,033
Mountain.....	35,177,661	27,801,574	34,810,865
Pacific.....	130,130,230	125,845,971	141,938,445
Total United States.....	\$857,457,676	\$724,447,890	\$660,592,233
New York City.....	240,131,428	178,733,711	96,370,363
Total outside New York City.....	\$617,326,248	\$545,714,179	\$564,221,870
<b>BUSINESS INVENTORIES — DEPT. OF COMMERCE NEW SERIES — Month of August (Millions of dollars):</b>			
Manufacturing.....	\$53,600	\$53,200	\$54,500
Wholesale.....	13,500	13,300	13,100
Retail.....	24,200	24,500	25,000
Total.....	\$91,300	\$91,100	\$92,500
<b>COAL EXPORTS (BUREAU OF MINES)—Month of August:</b>			
U. S. exports of Pennsylvania anthracite (net tons).....	141,814	93,228	137,083
To North and Central America (net tons).....	87,855	73,222	104,070
To Europe (net tons).....	53,556	18,374	33,013
To South America (net tons).....	312	1,632	-----
To Asia (net tons).....	91	-----	-----
<b>COAL OUTPUT (BUREAU OF MINES)—Month of September:</b>			
Bituminous coal and lignite (net tons).....	35,220,000	37,550,000	34,700,000
Pennsylvania anthracite (net tons).....	1,423,000	*1,565,000	1,580,000
<b>COTTON GINNING (DEPT. OF COMMERCE):</b>			
To October 1, running bales.....	2,683,436	-----	3,677,243
<b>COTTON PRODUCTION (DEPT. OF COMMERCE): (500-lb. gross bales) as of Oct. 1.</b>			
.....	14,344,000	14,262,000	14,272,040
<b>NATIONAL ELECTRICAL MFRS. ASSN.—MAJOR ELECTRICAL HOUSEHOLD APPLIANCES—Month of August:</b>			
Electric household refrigerators (units).....	304,200	304,700	307,500
Electric farm and home freezers:			
Chest model (units).....	53,620	51,890	47,070
Upright model (units).....	74,100	54,010	61,130

# Securities Now in Registration

★ INDICATES ADDITIONS  
SINCE PREVIOUS ISSUE  
• ITEMS REVISED

**NOTE**—Because of the large number of issues awaiting processing by the SEC, it is becoming increasingly difficult to predict offering dates with a high degree of accuracy. The dates shown in the index and in the accompanying detailed items reflect the expectations of the underwriter but are not, in general, to be considered as firm offering dates.

## ABC Cellophane Corp.

Sept. 7, 1961 ("Reg. A") 100,000 common. Price—\$3. Business—A converter of packaging material, producing polyethylene and cellophane bags and sheets. Proceeds—For a new plant and equipment and working capital. Office—1368-72 Utica Ave., Brooklyn. Underwriter—Havener Securities Corp., N. Y.

## A. & E. Plastik Pak Co., Inc.

Aug. 1, 1961 ("Reg. A") 40,000 common shares (no par). Price—\$7.50. Proceeds—For equipment and working capital. Office—652 Mateo Street, Los Angeles. Underwriters—Blalack & Co., Inc., San Marino, Calif.; Harbison & Henderson, Los Angeles; May & Co., Portland, Ore., and Wheeler & Crutenden, Inc., Los Angeles. Offering—Imminent.

## AMT Corp. (11/6-10)

Sept. 11, 1961 filed 230,000 common, of which 160,000 are to be offered by the company and 70,000 by a stockholder. Price—By amendment. Business—The manufacturer of scale model plastic automobiles distributed in kit form. Proceeds—For equipment, repayment of loans, and working capital. Office—1225 E. Maple Rd., Troy, Mich. Underwriter—A. G. Becker & Co., Chicago (mgr.).

## Abbey Rents

Sept. 25, 1961 filed 200,000 capital shares, of which 100,000 will be sold by the company and 100,000 by stockholders. Price—By amendment. Business—Rental and sale of party, sickroom and hospital equipment. Proceeds—Expansion, inventory and working capital. Underwriter—William R. Staats & Co., Los Angeles.

## Abby Vending Manufacturing Corp.

July 26, 1961 ("Reg. A") 100,000 common shares (par 10 cents). Price—\$3. Business—The manufacture of coin operated vending machines. Proceeds—For moving expenses, an acquisition and working capital. Office—79 Clifton Place, Brooklyn, N. Y. Underwriter—L. H. Wright & Co., Inc., N. Y. Offering—Imminent.

## Ace Trophies Corp.

Sept. 18, 1961 filed 200,000 common. Price—\$1. Business—The design, manufacture and sale of trophies, plaques and cups for sporting events. Proceeds—For production expenses, printing, promotion, inventory and working capital. Office—1510 Broadway, Brooklyn, N. Y. Underwriter—Ezra Kureen Co., N. Y. Offering—In Nov.

## Aceto Chemical Co., Inc.

Sept. 27, 1961 filed 88,000 common. Price—\$5. Business—Purchase and sale of chemicals and by-products. Proceeds—For expansion, sales promotion, and working capital. Office—40-40 Lawrence St., Flushing, N. Y. Underwriter—Karen Securities Corp., N. Y.

## Acratex Chemical Coatings, Inc. (10/30-11/3)

Aug. 8, 1961 ("Reg. A") 99,900 common. Price—\$3. Business—The manufacture of a wallcovering product. Proceeds—For expansion and general corporate purposes. Office—Easton St., Ronkonkoma, N. Y. Underwriter—Tyche Securities Inc., N. Y.

## Acro Electronic Products Co. (11/15)

July 17, 1961 filed 100,000 class A common shares. Price—\$4. Business—The manufacture of transformers for electronic and electrical equipment. Proceeds—For relocating to and equipping a new plant, purchase of inventory, research and development, advertising, promotion and merchandising, repayment of debt and other corporate purposes. Office—369 Shurs Lane, Philadelphia. Underwriter—Roth & Co., Inc., Philadelphia.

## A-Drive Auto Leasing System, Inc.

Jan. 19, 1961 filed 100,000 shares of class A stock, of which 75,000 are to be offered for public sale by the company and 25,000 shares, being outstanding stock, by the present holders thereof. Price—\$10 per share. Business—The company is engaged in the business of leasing automobiles and trucks for periods of over one year. Proceeds—To repay loans; open new offices in Philadelphia, Pa., and New Haven, Conn.; lease and equip a large garage in New York City and lease additional trucks. Office—1616 Northern Boulevard, Manhasset, N. Y. Underwriter—Hill, Darlington & Grimm, N. Y. C. (mgr.)

## Addison-Wesley Publishing Co., Inc.

Oct. 6, 1961 ("Reg. A") 1,250 class B common. Price—\$36. Proceeds—For working capital. Office—South St., Reading, Mass. Underwriter—None.

## Adrian Steel Co.

Sept. 11, 1961 ("Reg. A") 100,000 common. Price—\$2.50. Business—Steel fabricating and warehousing. Proceeds—To establish a new industrial air conditioner division. Office—Adrian, Mich. Underwriter—Morrison & Frumin, Inc., Detroit.

## Advanced Electronics Corp.

May 31, 1961 ("Reg. A") 150,000 class A shares (par 10 cents). Price—\$2. Business—Designs and manufactures radio telemetry systems, frequency filters and power supplies for the missile, rocket and space programs. Proceeds—For research and development, equipment,

repayment of loans and working capital. Office—2 Commercial St., Hicksville, N. Y. Underwriter—Edward Hindley & Co., and Hardy & Hardy, N. Y. C.

## Aero-Dynamics Corp. (10/30-11/3)

Aug. 7, 1961 filed 100,000 common shares. Price—\$5. Business—The importation and distribution of Italian marble and mosaic tiles. Proceeds—For the purchase and installation of new moulds, machinery and equipment, research and general corporate purposes. Office—250 Goffle Road, Hawthorne, N. J. Underwriters—Cambridge Securities, Inc. and Edward Lewis Co., Inc., N. Y.

## Aero Fidelity Acceptance Corp.

July 11, 1961 ("Reg. A") 95,000 common. Price—\$3. Proceeds—For repayment of loans, purchase of notes and equipment. Office—185 Walton Ave., N. W., Atlanta, Ga. Underwriters—T. Michael McDarby & Co., Inc., and J. Morris Anderson & Associates, Inc., both of Washington, D. C. Offering—Imminent.

## Aero Space Electronics, Inc.

July 17, 1961 ("Reg. A") 80,000 capital shares. Price—\$3. Proceeds—For repayment of debt and working capital. Office—2036 Broadway, Santa Monica, Calif. Underwriter—Hamilton Waters & Co., Inc., Hempstead, N. Y.

## Aerological Research, Inc.

Aug. 29, 1961 filed 100,000 common. Price—\$3.50 Business—The manufacture of instruments for aerology, meteorology, oceanography, geophysics and atmospheric phenomenon. Proceeds—For working capital. Office—420 Division St., Long Branch, N. J. Underwriter—A. D. Gilhart & Co., Inc., N. Y.

## Aetna Maintenance Co.

Sept. 25, 1961 filed 154,000 common, of which 128,000 are to be offered by the company and 26,000 by stockholders. Price—By amendment. Business—Furnishing of cleaning and protection services for office buildings, plants, and military bases. Proceeds—To repay loans and increase working capital. Office—526 S. San Pedro St., Los Angeles. Underwriter—Schwabacher & Co., San Francisco.

## Agency Tile Industries, Inc.

Sept. 6, 1961 ("Reg. A") 120,000 common. Price—\$2.50. Business—Importing, marketing and distributing ceramic tiles. Proceeds—Debt payment, new products, sales promotion and advertising, new office and warehouse and working capital. Office—522 W. 29th St., N. Y. Underwriter—International Services Corp., Paterson, N. J.

## Air Master Corp. (11/6-10)

May 26, 1961 filed 200,000 shares of class A common stock, of which 50,000 shares are to be offered for public sale by the company and 150,000 outstanding shares by the present holders thereof. Price—To be supplied by amendment. Business—The manufacture and sale of aluminum storm windows and doors, and other aluminum products. Proceeds—For working capital, and other corporate purposes. Office—20th Street, and Allegheny Avenue, Philadelphia, Pa. Underwriter—Francis I. du Pont & Co., New York City (managing).

## Air Survey Corp.

Oct. 5, 1961 ("Reg. A") 4,029 class A common and 20,000 class B common to be offered for subscription by stockholders. Price—Class A at par (\$5); class B \$4. Proceeds—For sales promotion, equipment and working capital. Office—1101 Lee Highway, Arlington, Va. Underwriter—None.

## Airtronics International Corp. of Florida

July 29, 1961 filed 199,000 common, of which 110,000 are to be offered by the company and 89,000 by stockholders. Price—By amendment. Business—Manufacture of electronic, mechanical and components. Proceeds—Repayment of loans, expansion and working capital. Office—6900 West Road 84, Fort Lauderdale, Fla. Underwriters—Stein Bros. & Boyce, Baltimore and Vickers, McPherson & Warwick, Inc., N. Y. Offering—Expected in Nov.

## Albert Voigt Industries, Inc. (11/6-10)

Aug. 29, 1961 filed 80,000 common. Price—\$4. Business—The manufacture of metal store fixtures, show cases and related items. Proceeds—For repayment of loans, working capital, a leasehold improvement and moving expenses. Office—14-20 Dunham Pl., Brooklyn, N. Y. Underwriter—David Barnes & Co., Inc., N. Y. C.

## Al-Crete Corp.

Sept. 20, 1961 filed 127,000 class A common. Price—\$3. Business—Development and manufacture of a new variety of building products. Proceeds—For construction of a new plant. Office—4800 Baltimore Ave., Hyattsville, Md. Underwriter—Whitehall Securities Corp., Pittsburgh.

## All Service Life Insurance Co.

Sept. 18, 1961 ("Reg. A") 239,200 common. Price—\$1.25. Business—Writing of life, accident, sickness and health insurance. Office—1729 N. Weber St., Colorado Springs, Colo. Underwriter—Copley & Co., Colorado Springs, Colo.

## All Star World Wide, Inc. (11/13-17)

July 7, 1961 filed \$250,000 of 5% convertible subordinated debentures due 1971 and 150,000 common shares. Price—For debentures, at par; for stock, \$5. Business—Joint venture with Brunswick Corp. to establish and operate bowling centers in Europe. Proceeds—For expansion and general corporate purposes. Office—100 W. Tenth St., Wilmington, Del. Underwriters—Alessandrini & Co., Inc. and Hardy & Hardy, New York (managing).

## All-State Auto Rental Corp.

Sept. 28, 1961 filed 50,000 common. Price—\$4. Business—Leases motor vehicles. Proceeds—For working capital. Office—31-04 Northern Blvd., Long Island City, N. Y. Underwriter—None.

## Allen Organ Co.

Aug. 30, 1961 filed 140,000 class B (non-voting) common, of which 37,000 shares are to be offered by the company and 103,000 by the stockholders. Price—By amendment. Business—The manufacture of electronic organs. Proceeds—For repayment of a loan, redemption of outstanding preferred, working capital and expansion. Address—Macungie, Pa. Underwriters—Drexel & Co., Philadelphia, and Warren W. York & Co., Allentown, Pa. (mgrs.)

## Allo Precision Metals Engineering, Inc.

Oct. 3, 1961 ("Reg. A") 85,000 common. Price—\$3. Proceeds—For debt repayment, equipment, and working capital. Office—Congressional Airport, Rockville, Md. Underwriter—Davis & Leach, Inc., Washington, D. C.

## Alpine Geophysical Associates, Inc. (11/13-17)

July 28, 1961 filed 150,000 common shares. Price—By amendment. Business—The conducting of marine and land geophysical surveys for petroleum and mining exploration and engineering projects, and the manufacture of oceanographic and geophysical apparatus. Proceeds—For repayment of debt and general corporate purposes. Office—55 Oak St., Norwood, N. J. Underwriter—S. D. Fuller & Co., New York (managing).

## Alson Mfg. Co. (11/13-17)

Aug. 28, 1961 ("Reg. A") 75,000 common. Price—\$4. Proceeds—For equipment, repayment of loans and working capital. Office—2690 N. E. 191st St., Miami, Fla. Underwriter—Albion Securities Co., Inc., N. Y.

## Aluma-Rail, Inc.

Sept. 28, 1961 ("Reg. A") 100,000 common. Price—\$2.25. Business—Manufacture of new color anodized aluminum chain link fencing. Proceeds—For inventory and plant expansion. Office—44 Passaic Ave., Kearny, N. J. Underwriter—Herman & Diamond, N. Y.

## Amacorp Industrial Leasing Co., Inc.

Sept. 27, 1961 filed \$3,000,000 of 6½% conv. subord. debentures due 1971. Price—By amendment. Business—Financing and lease of industrial and office equipment. Proceeds—Repay debt and increase working capital. Office—34 S. Stoneman Ave., Alhambra, Calif. Underwriter—McDonnell & Co., Inc., N. Y.

## Amcap Investment Inc.

Oct. 2, 1961 filed 250,000 common. Price—\$11.25. Business—A small business investment company. Proceeds—For investment. Address—Chicago. Underwriter—None.

## Amcrete Corp.

May 4, 1961 (letter of notification) 75,000 shares of common stock (par 10 cents). Price—\$4 per share. Business—The sale of pre-cast and pre-stressed concrete panels for swimming pools and pumps, filters, ladders, etc. Proceeds—For building test pools; advertising, inventory and working capital. Office—102 Mamaroneck Ave., Mamaroneck, N. Y. Underwriter—Vincent Associates, Ltd., 217 Broadway, N. Y.

## Amerel Mining Co. Ltd.

July 31, 1961 filed 400,000 common shares. Price—50 cents. Business—The company is engaged in exploration, development and mining. Proceeds—For diamond drilling, construction, exploration and general corporate expenses. Office—80 Richmond St., W., Toronto. Underwriter—E. A. Manning, Ltd., Toronto.

## American Auto Stores, Inc.

Sept. 28, 1961 ("Reg. A") 50,000 class A common. Price—\$5. Proceeds—General corporate purposes. Office—3333 Locust St., St. Louis. Underwriter—Scherck, Richter Co., St. Louis.

## American Automatic Vending Corp. (10/30)

Aug. 15, 1961 filed 270,000 common. Price—By amendment. Business—Sale of merchandise through vending machines. Proceeds—Repayment of debt and other corporate purposes. Office—7501 Carnegie Ave., Cleveland, O. Underwriter—McDonald & Co., Cleveland.

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#### • American Data Machines, Inc.

Aug. 17, 1961 filed 150,000 common. Price—\$4.50. Business—Manufacture of data processing equipment. Proceeds—Repayment of loans, new products, advertising, working capital and general corporate purposes. Office—7 Commercial St., Hicksville, N. Y. Underwriter—Goldkin, Bomback & Co., N. Y. Offering—In early Nov.

#### • American Distilling Co.

Sept. 14, 1961 filed \$9,551,900 of 4½% subord. debentures due Nov. 1, 1986 (convertible until 1971) being offered for subscription by common stockholders on the basis of \$100 of debentures for each 10 shares held of record Oct. 17, with rights to expire Nov. 1. Price—At par. Business—Distilling and marketing of alcoholic beverages including bourbon, whiskies, vodkas and gins. Proceeds—For the prepayment of debt, and working capital. Office—150 E. 42nd St., N. Y. Underwriter—Blyth & Co., Inc., N. Y.

#### ★ American Educational Life Insurance Co.

Oct. 5, 1961 ("Reg. A") 78,944 class A common to be offered for subscription by stockholders on the basis of one share for each two shares held of record Sept. 15. Price—\$3. Proceeds—For capital and surplus. Office—1808 West End Bldg., Nashville, Tenn. Underwriter—None.

#### American Electronic Laboratories, Inc.

May 26, 1961 filed 10,632 shares of class A common stock to be offered for subscription by stockholders at the rate of one new share for each 10 shares held. Price—To be supplied by amendment. Business—The company is engaged in research and development in the field of electronic communication equipment. Proceeds—For construction, new equipment, and other corporate purposes. Office—121 North Seventh Street, Philadelphia. Underwriter—Supplee, Yeatman, Mosley Co., Inc., Philadelphia, Pa. Offering—Imminent.

#### American Finance Co., Inc. (11/6-10)

April 21, 1961 filed \$500,000 of 6% convertible subordinated debentures due 1971; 75,000 shares of common stock, and 25,000 common stock purchase warrants to be offered for public sale in units consisting of one \$200 debenture, 30 common shares and 10 warrants. Price—\$500 per unit. Business—The company and its subsidiaries are primarily engaged in the automobile sale finance business. One additional subsidiary is a Maryland savings and loan association and two are automobile insurance brokers. Proceeds—For the retirement of debentures, and capital funds. Office—1472 Broadway, N. Y. Underwriter—Myron A. Lomasney & Co., N. Y.

#### American & Foreign Power Co., Inc.

Sept. 18, 1961 filed 240,000 common. Price—By amendment. Proceeds—For the selling stockholder, Electric Bond & Share Co. Office—100 Church Street, N. Y. Underwriter—Lazard Freres & Co., and First Boston Corp., New York.

#### • American Heritage Publishing Co., Inc.

Aug. 18, 1961 filed 140,000 common shares, of which 75,000 shares are to be offered by the company and 65,000 shares by stockholders. Price—By amendment. Business—Magazine and book publishing. Proceeds—For repayment of loans and general corporate purposes. Office—551 Fifth Ave., New York. Underwriter—White, Weld & Co., N. Y. Offering—Imminent.

#### American Micro Devices, Inc.

Aug. 2, 1961 filed 1,500,000 class A common shares. Price—\$1.15. Business—The manufacture of electronic components. Proceeds—The purchase of equipment and materials, operational expenses, working capital and rewriter—Nattalin & Co., Inc., Minneapolis. Offering—Expected in late November.

#### • American Precision Industries, Inc.

Aug. 18, 1961 filed 158,000 common shares, of which 115,000 shares are to be offered by the company and 38,000 shares by stockholders. Price—By amendment. Business—The machining and fabrication of components and assemblies from steel, aluminum and certain alloys and other metals. Proceeds—New plant and equipment, research and development, repayment of debt and working capital. Office—3901 Union Rd., Buffalo. Underwriter—Eastman Dillon, Union Securities & Co., New York (mgr.). Offering—Imminent.

#### American Realty & Petroleum Corp.

Sept. 28, 1961 filed \$2,000,000 of 6½% conv. subord. debentures due 1971. Price—At par. Business—Real estate and also the oil and gas business. Proceeds—For repayment of debt, sales and advertising, property improvements and possible acquisitions. Office—16 W. 61st St., N. Y. Underwriter—Troster, Singer & Co., N. Y.

#### American Realty Trust

July 25, 1961 filed 500,000 shares of beneficial interests. Price—\$10. Business—A real estate investment company. Office—608 Thirteenth St., N. W., Washington, D. C. Underwriter—Stifel, Nicolaus & Co., Inc., St. Louis. Offering—Imminent.

#### American Safety Equipment Corporation

Sept. 28, 1961 filed 80,000 common. Price—\$10. Business—Manufacture of safety seat belts. Proceeds—Inventory, machinery, and research. Office—261 Madison Ave., N. Y. Underwriter—Charles Plohn & Co., N. Y.

#### • American Self Service Stores, Inc. (10/24)

Aug. 11, 1961 filed 100,000 common shares, of which 50,000 shares are to be offered by the company and 50,000 shares by stockholders. Price—By amendment. Business—The operation of self-service shoe stores. Proceeds—For repayment of loans and expansion. Office—1908 Washington Avenue, St. Louis. Underwriter—Scherck, Richter Co., St. Louis.

#### American Sports Plan, Inc.

June 29, 1961 filed 200,000 common shares. Price—\$6. Business—The operation of bowling centers. Proceeds—

—For expansion. Office—473 Winter Street, Waltham, Mass. Underwriter—None.

#### American Technical Machinery Corp.

Aug. 29, 1961 filed 95,000 common, of which 65,000 are to be offered by the company and 30,000 by stockholders. Price—By amendment. Business—The manufacture of machinery for fabrication of twisted wire brushes. Proceeds—For equipment, repayment of loans and working capital. Office—29-31 Elm Ave., Mt. Vernon, N. Y. Underwriter—M. L. Lee & Co., Inc., N. Y. C. (mgr.).

#### American Variety Stores, Inc.

Aug. 30, 1961 filed 100,000 common. Price—\$4.50. Business—The operation of retail discount variety stores. Proceeds—For repayment of loans, equipment, and working capital. Office—Cleveland at Passaic, Fort Myers, Fla. Underwriter—Netherlands Securities Co., Inc., N. Y. (mgr.).

#### Amity Corp.

Jan. 17, 1961 filed 88,739 shares of common stock (par \$1). Price—\$3 per share. Business—Land development, including the building of an air strip, a marina, and a housing cooperative. This is the issuer's first public financing. Proceeds—For general corporate purposes, including \$170,000 for construction and \$12,000 for debt reduction. Office—Equitable Building, Baltimore, Md. Underwriter—Karen Securities Corp., New York City. Note—This statement is expected to be refilled.

#### Amphicar Corp. of America

June 15, 1961 filed 100,000 common. Price—\$5. Business—Manufacture of amphibious automobiles. Proceeds—To establish a parts depot in Newark, N. J., set up sales and service organizations, and for working capital and general corporate purposes. Office—660 Madison Ave., N. Y. Underwriter—J. J. Krieger & Co., N. Y.

#### Anaconda Real Estate Investment Trust

Oct. 3, 1961 filed 163,636 shares of beneficial interests. Price—\$10. Business—Real estate investing. Proceeds—For purchase of real estate in Florida. Office—1776 E. Sunrise Blvd., Fort Lauderdale, Fla. Underwriter—None.

#### • Anderson New England Capital Corp. (10/24)

July 21, 1961 filed 200,000 common. Price—\$15. Business—A small business investment company. Proceeds—For investment. Office—150 Causeway St., Boston. Underwriter—Putnam & Co., Hartford.

#### Animal Insurance Co. of America

June 29, 1961 filed 40,000 common shares. Price—\$15.50. Business—The insuring of animals, primarily race horses, trotters and pacers. Proceeds—For expansion and general corporate purposes. Office—92 Liberty St., New York. Underwriter—Bernard M. Kahn & Co., Inc., New York (mgr.). Offering—Imminent.

#### Anodyne, Inc.

June 20, 1961 filed \$625,000 of 5% convertible subordinated debentures, 156,250 common shares reserved for issuance on conversion of the debentures and 5-year warrants to purchase 125,000 common shares to be offered in 6,250 units, each consisting of \$100 of debentures and warrants to purchase 20 shares. The units will be offered for subscription by common stockholders on the basis of one unit for each 100 common shares held. Price—\$100 per unit. Proceeds—For expansion and working capital. Office—1270 N. W. 165th St., North Miami Beach, Fla. Underwriters—Ross, Lyon & Co., Inc., and Globus, Inc., New York.

#### ★ Anoroc Products, Inc.

Oct. 6, 1961 ("Reg. A") 100,000 common. Price—\$3. Business—Fabrication, manufacture and assembly of glass enclosures for bathtubs. Proceeds—For debt repayment and general corporate purposes. Office—181-14 Jamaica Ave., Jamaica, N. Y. Underwriters—G. Everett Parks & Co., Inc. and Parker Co., N. Y.

#### Apex Thermoplastics, Inc. (11/13-17)

Aug. 29, 1961 filed 150,000 common. Price—\$2.40. Business—The manufacture of thermoplastic compounds for resale to other manufacturers. Proceeds—For equipment, sales and advertising and working capital. Office—395 Smith St., Brooklyn, N. Y. Underwriter—Continental Bond & Shares Corp., Maplewood, N. J.

#### Architectural Marble Co.

Aug. 28, 1961 filed 100,000 common. Price—\$3.50. Business—The cutting, designing, polishing and installing of marble products. Proceeds—For plant expansion, inventory and working capital. Office—4425 N. E. Sixth Terrace, Oakland Park, Ft. Lauderdale, Fla. Underwriter—J. J. Bruno & Co., Inc., Pittsburgh.

#### • Arista Truck Renting Corp. (11/6-10)

Aug. 2, 1961 filed 100,000 common. Price—\$5. Business—Renting of trucks in the New York City area. Proceeds—Repayment of loans, purchase of equipment, working capital and general corporate purposes. Office—285 Bond St., Brooklyn, N. Y. Underwriter—None.

#### Arizona Color Film Processing Laboratories, Inc.

March 23, 1961 filed 2,100,500 shares of common stock to be offered for subscription by common stockholders on the basis of one new share for each share held. Price—22 cents per share. Business—The processing of black and white and color film. Proceeds—To repay loans and for working capital. Office—2 North 30th Street, Phoenix, Ariz. Underwriter—None.

#### Armorflex Chemical Corp.

Sept. 18, 1961 ("Reg. A") 150,000 common. Price—\$2. Business—Manufacture of chemical products used for painting, waterproofing, caulking, etc. Proceeds—Sales promotion, research and development, inventory expansion and working capital. Office—1100 N. E. 125th St., North Miami, Fla. Underwriter—Fairfax Investment Corp., Washington, D. C.

#### Artlin Mills, Inc.

Sept. 28, 1961 filed 135,000 class A common shares. Price—\$5. Business—The purchase, conversion, decoration,

gift packaging and distribution of terrycloth towels and cotton pillow cases. Proceeds—For inventory, repayment of loans and working capital. Office—1030 Pearl St., Long Branch, N. J. Underwriter—Mortimer B. Burnside & Co., Inc., N. Y.

#### • Associated Products, Inc.

Aug. 25, 1961 filed 359,000 common, of which 175,000 are to be offered by the company and 184,000 by stockholders. Price—\$17. Business—The manufacture of dog and cat food, cosmetics, drug items and toiletries. Proceeds—For repayment of loans and working capital. Office—445 Park Ave., N. Y. C. Underwriters—Allen & Co., N. Y. C. and A. C. Allyn & Co., Chicago (co-mgrs.). Offering—Expected in November.

#### Astrodata, Inc.

Aug. 28, 1961 filed 825,000 shares of capital stock, of which 200,000 will be offered for public sale and 625,000 will be offered for subscription by stockholders of Epsco, Inc., parent, on the basis of one new share for each Epsco share held. Price—By amendment. Business—The manufacture of electronic data handling equipment, range timing devices and standard electronic products. Proceeds—For repayment of loans and working capital. Office—240 E. Palms Rd., Anaheim, Calif. Underwriters—Granbery, Marache & Co., N. Y. C. and William R. Staats & Co., Los Angeles.

#### Astro-Science Corp.

Sept. 27, 1961 filed 232,500 common, of which 150,000 are to be offered by the company and 82,500 by stockholders. Price—By amendment. Business—Design and manufacture of ground systems and equipment for the support and servicing of electronic systems, aircraft and missiles. Proceeds—Repay debt and increase working capital. Office—9449 W. Jefferson Blvd., Culver City, Calif. Underwriter—W. C. Langley & Co., N. Y.

#### Atlantic Capital Corp.

Aug. 29, 1961 filed 500,000 common. Price—\$12.50. Business—A small business investment company. Proceeds—For general corporate purposes. Office—744 Broad St., Newark, N. J. Underwriter—Paine, Webber, Jackson & Curtis, N. Y. C. Offering—Expected in late October.

#### Atlantic City Electric Co. (11/2)

Sept. 22, 1961 filed 200,000 common. Price—By amendment. Proceeds—Prepayment of debt and construction. Office—1600 Pacific Ave., Atlantic City, N. J. Underwriters—Eastman Dillon, Union Securities & Co. and Smith, Barney & Co., N. Y.

#### • Atlantic Improvement Corp. (11/6-10)

Aug. 30, 1961 filed 150,000 common. Price—By amendment. Business—The development of residential communities. Proceeds—Repayment of a loan and construction, general corporate purposes. Office—521 Fifth Ave., N. Y. Underwriters—Bear, Stearns & Co., and Finkle & Co., N. Y. (mgrs.).

#### Atlas Electronics Inc.

Sept. 28, 1961 filed 185,000 common. Price—\$2.10. Business—Distribution of electronic components, parts and equipment. Proceeds—To repay debt, purchase inventory, and increase working capital. Office—774 Pfeiffer Blvd., Perth Amboy, N. J. Underwriters—Hay, Fales & Co. and McLaughlin, Kaufman & Co., N. Y.

#### Atmospheric Controls, Inc.

Aug. 22, 1961 ("Reg. A") 40,000 common. Price—\$3.50. Proceeds—For repayment of loans, acquisition and working capital. Office—715 N. Fayette St., Alexandria, Va. Underwriter—First Investment Planning Co., Washington, D. C. Offering—Expected in late November.

#### • Atomtron, Inc.

July 27, 1961 ("Reg. A") 150,000 common shares (par 10 cents). Price—\$1.15. Proceeds—For general corporate purposes. Office—5209 Hanson Court, Minneapolis. Underwriter—To be named.

#### ★ Ausco, Inc.

Oct. 12, 1961 filed 110,000 common. Price—\$3. Business—Design, development, and manufacture of high pressure aircraft and missile valves. Proceeds—For engineering, product development, inventories, advertising, expansion and working capital. Office—17 W. 60th St., N. Y. Underwriter—Pearson, Murphy & Co., Inc., N. Y.

#### Authenticolor Inc.

Aug. 29, 1961 filed 148,200 common, of which 136,800 are to be offered by the company and 11,400 by stockholders. Price—\$3.25. Business—Furnishing of photographic service for the professional market. Proceeds—Working capital and repayment of loans. Office—525 Lexington Ave., N. Y. Underwriter—General Economics Corp., N. Y.

#### Automata International, Inc.

Aug. 22, 1961 ("Reg. A") 300,000 common. Price—\$1. Proceeds—For tooling, equipment and working capital. Office—241 S. Robertson Blvd., Beverly Hills, Calif. Underwriter—Pacific Coast Securities Co., San Fran. Offering—Expected in late October.

#### Automated Gift Plan, Inc.

June 12, 1961 ("Reg. A") 100,000 common. Price—\$3. Business—Manufacture and sale of "Gift Bookards" designed to provide simplified gift giving for business and industry. Proceeds—For advertising, sales promotion, repayment of loans, working capital and the establishment of national dealerships. Office—80 Park Ave., N. Y. Underwriter—J. Laurence & Co., Inc., N. Y.

#### Automated Sports Centers, Inc. (11/1)

June 28, 1961 filed 1,750 units, each consisting of one \$400 principal amount debenture (with attached warrants) and 120 common. Price—\$1,000 per unit. Business—The operation of bowling centers. Proceeds—For repayment of debt, acquisition of a warehouse and working capital. Office—11459 E. Imperial Hwy., Norfolk, Calif. Underwriter—Holton, Henderson & Co., Los An-

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geles. Note—The company formerly was named Union Leagues, Inc.

#### Automated Teaching Systems, Inc.

Sept. 18, 1961 ("Reg. A") 30,000 common. Price—\$10. Business—Manufacture of self-instructional materials and devices. Proceeds—For equipment, research and development and other corporate purposes. Office—1 W. 58th St., N. Y. Underwriter—Arthur J. Rosenhauser Co., 95 Broad St., N. Y.

#### Autrol Corp.

Sept. 13, 1961 ("Reg. A") 60,000 common. Price—\$2.50. Business—Manufacture of automatic vending machines and related equipment. Office—1649 Vine St., Denver, Colo. Underwriter—Schmidt, Sharp, McCabe & Co., Inc., Denver, Colo.

#### Aveeno Pharmaceuticals, Inc.

Sept. 27, 1961 filed 125,000 common. Price—By amendment. Business—Development and sale of pharmaceutical products. Proceeds—For sales promotion, new products and working capital. Office—250 W. 57th St., N. Y. Underwriter—Laird & Company, Corp., N. Y.

#### Avemco Finance Corp. (11/6-10)

Aug. 15, 1961 filed 300,000 common shares. Price—By amendment. Business—The retail financing of time sales to consumers and the financing of dealer sales of aircraft and related equipment. Proceeds—For the repayment of debt. Office—8645 Colesville, Rd., Silver Spring, Md. Underwriters—Sterling, Grace & Co., New York and Rouse, Brewer, Becker & Bryant, Inc., Washington, D. C.

#### BSF Company

June 30, 1961 filed \$2,500,000 of 5% convertible subordinated debentures due 1966. Price—At par. Proceeds—To repay debt and as a reserve for possible acquisitions. Office—818 Market St., Wilmington, Del. Underwriter—None.

#### Barish Associates, Inc.

Sept. 1, 1961 ("Reg. A") 50,000 common. Price—\$4. Business—Aeronautical research and development. Proceeds—For working capital. Office—224 E. 38th St., N. Y. Underwriter—Gianis & Co., N. Y.

#### Barry (R. G.) Corp.

Sept. 21, 1961 filed 100,000 common. Price—\$5. Business—Manufacture of slippers, robes, cushions, pillows, auto-seat covers, and other specialty items. Proceeds—To repay debt, increase inventory and for other corporate purposes. Office—78 E. Chestnut St., Columbus, Ohio. Underwriter—Arnold Malkin & Co., N. Y.

#### Barry-Martin Pharmaceuticals, Inc.

Aug. 25, 1961 ("Reg. A") 150,000 class A common. Price—\$2. Proceeds—For packaging, advertising, repayment of loans and working capital. Office—4621 Ponce de Leon Blvd., Coral Gables, Fla. Underwriter—Edward Hindley & Co., N. Y. C.

#### Barton Distilling Co.

Oct. 5, 1961 filed 360,000 common. Price—By amendment. Business—Distilling of whiskey. Proceeds—For selling stockholders. Office—134 N. La Salle St., Chicago. Underwriters—Smith, Barney & Co., N. Y. and Fulton, Reid & Co., Inc., Cleveland. Offering—In late November.

#### Beam-Matic Hospital Supply, Inc. (10/24)

July 21, 1961 filed 100,000 common shares. Price—\$3. Business—The manufacture of hospital equipment and supplies. Proceeds—For expansion of plant facilities, purchase of equipment, expansion of sales program, development of new products and working capital. Office—25-11 49th Street, Long Island City, N. Y. Underwriter—First Weber Securities Corp., New York.

#### Beau Electronics, Inc.

Sept. 26, 1961 ("Reg. A") 3,000 common. Price—At-the-market. Business—The manufacture of special type electric motors. Proceeds—For a selling stockholder. Office—1060 Wolcott Rd., Waterbury, Conn. Underwriter—Cooley & Co., Hartford, Conn.

#### Bel-Aire Products, Inc.

Sept. 22, 1961 ("Reg. A") 75,000 common. Price—\$4. Business—Manufacture of aluminum pontoon boats. Office—25970 W. Eight Mile Rd., Southfield, Mich. Underwriter—Ehrlich, Irwin & Co., Inc., N. Y.

#### Bell Television, Inc.

Aug. 29, 1961 ("Reg. A") 100,000 common. Price—\$3. Business—The manufacture of television antenna, music and sound equipment and closed circuit television systems. Proceeds—For an acquisition, expansion and inventory. Office—552 W. 53rd St., New York 19, N. Y. Underwriter—Investment Planning Group, Inc., East Orange, N. J.

#### Berkshire Distributors, Inc.

Sept. 14, 1961 filed 100,000 common, of which 60,000 will be sold for the company and 40,000 for certain stockholders. Price—By amendment. Business—The operation of eight discount type department stores in four states. Proceeds—For the repayment of debt, and working capital. Office—203 Ann St., Hartford, Conn. Underwriter—May & Gannon, Boston.

#### Bernz (Otto) Co., Inc.

Oct. 16, 1961 filed 150,000 class A shares, of which 100,000 are to be offered by the company and 50,000 by stockholders. Price—By amendment. Business—Manufacture of small propane-filled steel cylinders, garden sprinklers and hose accessories. Proceeds—For debt repayment and general corporate purposes. Office—740 Driving Park Ave., Rochester, N. Y. Underwriter—Reynolds & Co., Inc., N. Y.

#### Best Plastics Corp.

Sept. 26, 1961 filed 125,000 common, of which 100,000 will be sold by the company and 25,000 by stockholders.

Price—\$3. Business—Manufacture of plastic novelties and party favors. Proceeds—New plant and equipment and working capital. Office—945 39th St., Brooklyn, N. Y. Underwriter—S. B. Cantor & Co., N. Y.

#### Bin-Dicator Co.

Aug. 25, 1961 filed 160,932 common. Price—By amendment. Business—Manufactures automatic control devices for handling bulk granular materials. Proceeds—For selling stockholders. Office—17190 Denver, Detroit. Underwriter—Smith, Hague & Co., Detroit.

#### Binney & Smith, Inc.

Sept. 8, 1961 filed 171,038 common. Price—By amendment. Business—The manufacture of educational art materials. Proceeds—For the selling stockholders. Office—380 Madison Ave., N. Y. C. Underwriter—Lee Higginson Corp., N. Y. (mgr.). Offering—Expected in early November.

#### Bloch Brothers Tobacco Co.

July 3, 1961 ("Reg. A") 4,000 common shares (par \$12.50). Price—By amendment. Proceeds—For the selling stockholders. Office—4000 Water St., Wheeling, W. Va. Underwriter—Fulton, Reid & Co., Inc., Cleveland.

#### Bloomfield Building Industries, Inc. (10/23-27)

June 29, 1961 filed 300,000 class A common shares. Price—\$5. Proceeds—For advances to a subsidiary, purchase of additional land and the construction of buildings thereon. Office—3355 Poplar Ave., Memphis, Tenn. Underwriter—Lieberbaum & Co., New York.

#### Boone (C. F.) Nationwide Publications, Inc.

Sept. 20, 1961 ("Reg. A") 100,000 common. Price—\$2. Business—Publishes directories of military personnel and Texas landowners. Office—4007 Ave. "A," Lubbock, Texas. Underwriter—G. K. Scott & Co., Inc., N. Y.

#### Boro Electronics, Inc.

Aug. 30, 1961 ("Reg. A") 100,000 common. Price—\$3. Business—The distribution of electronic products manufactured by others. Proceeds—For inventory, equipment, advertising, promotion, working capital and repayment of loans. Office—69-18 Roosevelt Ave., Woodside, N. Y. Underwriter—McLaughlin, Kaufman & Co., N. Y. Offering—Expected in early November.

#### Bowling Internazionale, Ltd.

June 30, 1961 filed 200,000 common shares. Price—\$5. Proceeds—For the construction or acquisition of a chain of bowling centers principally in Italy, and for expansion and working capital. Office—80 Wall St., New York. Underwriters—V. S. Wickett & Co., and Thomas, William, & Lee, Inc., New York City.

#### Brinkton, Inc.

July 28, 1961 ("Reg. A") 133,000 common shares (par 70 cents). Price—\$2.25. Proceeds—Repayment of loans and working capital. Office—710 N. Fourth Street, Minneapolis, Minn. Underwriter—McDonald, Anderson, Peterson & Co., Minneapolis. Offering—Imminent.

#### Brite Universal, Inc. (10/23-27)

July 31, 1961 filed 100,000 common shares and \$1,000,000 of 10% subordinated debentures due 1966 to be offered for public sale and 108,365 common shares to be offered for subscription by stockholders of Brite Universal, Inc. (N. Y.) parent company, on the basis of 2½ shares for each class A and class B shares held. Price—By amendment. Business—The operation of a consumer finance business in N. Y., N. J., and Pa. Office—441 Lexington Avenue, New York City. Underwriter—None.

#### Bronzini, Ltd. (10/23-27)

Aug. 23, 1961 filed 125,000 common. Price—\$6. Business—Manufacture of men's wear accessories. Proceeds—Redemption of the 10% preferred stock, repayment of a loan, expansion and working capital. Office—720 Fifth Ave., N. Y. Underwriter—A. J. Gabriel & Co., Inc., N. Y.

#### Bundy Electronics Corp.

Aug. 22, 1961 filed 100,000 common shares. Price—\$4. Business—The design, development and manufacture of electronic components for space and earth communications. Proceeds—For moving expenses, repayment of debt and working capital. Office—171 Fabyan Place, Newark. Underwriters—Lennner, Covato & Co., Inc., Pittsburgh and Harry Odzer Co., N. Y. (co-mgr.).

#### Burns (William J.) International Detective Agency, Inc. (10/23-27)

Aug. 22, 1961 filed 175,000 class A common shares. Price—By amendment. Proceeds—For the selling stockholders. Office—101 Park Ave., New York. Underwriter—Smith, Barney & Co., Inc., New York (managing).

#### Burton Mount Corp.

Sept. 22, 1961 filed 100,000 common. Price—\$6. Business—Importation and distribution of copying machines and supplies. Proceeds—Repayment of debt, inventory, sales promotion and other corporate purposes. Office—2147 Jericho Turnpike, New Hyde Park, N. Y. Underwriter—Reiner, Linburn & Co., N. Y.

#### Business Growth Funding Corp.

Sept. 20, 1961 filed 100,000 common. Price—\$4. Business—Making of loans to small business concerns, purchase of machinery for lease, and the providing of management counseling. Proceeds—For working capital. Office—527 Lexington Ave., N. Y. Underwriter—Morton Klein & Co., Inc., N. Y.

#### Cable Carriers, Inc.

March 23, 1961 filed 196,109 shares of capital stock. Price—\$1.15. Business—The company which began operations in 1954, is engaged in the research and development of special material handling systems for industrial and commercial use based on company-owned patents. Proceeds—For working capital. Office—Kirk Boulevard, Greenville, S. C. Underwriter—To be named.

#### California Real Estate Investors

Aug. 17, 1961 filed 1,000,000 shares of beneficial interest. Price—\$10. Business—Real estate investment. Office—12014 Wilshire Blvd., Los Angeles. Underwriter—Harnack, Gardner & Co., (same address) (managing).

#### Cambridge Fund of California, Inc.

Sept. 28, 1961 filed 280,000 common. Price—By amendment. Business—General real estate. Proceeds—Debt repayment and working capital. Office—324 E. Bixby Rd., Long Beach, Calif. Underwriter—To be named.

#### Camp Chemical Co., Inc.

Aug. 25, 1961 filed 110,000 capital shares. Price—\$3. Business—Manufacture of sanitation chemicals. Proceeds—Advertising, additional sales personnel, inventories and accounts receivable. Office—Second Ave., and 13th St., Brooklyn. Underwriter—Russell & Saxe, Inc., N. Y.

#### Campus Casuals of California

Oct. 11, 1961 filed 140,000 common. Price—By amendment. Business—Manufactures ladies' apparel. Proceeds—For selling stockholders. Office—719 S. Los Angeles St., Los Angeles, Calif. Underwriter—William R. Staats & Co., Los Angeles.

#### Canbowl Centers Ltd.

Aug. 4, 1961 filed 131,500 common shares to be offered for subscription by stockholders of American Bowling Enterprises, Inc., parent company, on the basis of one share for each four American shares held. Price—\$5.50. Business—The operation of bowling centers. Proceeds—For working capital and the construction and operation of bowling centers. Office—100 Wilder Bldg., Rochester, N. Y. Underwriter—None.

#### Cap & Gown Co.

Sept. 21, 1961 filed 192,400 class A common, of which 125,500 are to be offered by the company and 66,900 by stockholders. Price—By amendment. Business—Manufacture, rental, and sale of graduation caps, gowns, choir robes and related apparel. Proceeds—Plant expansion, repayment of debt and other corporate purposes. Office—100 N. Market St., Champaign, Ill. Underwriter—Kidder, Peabody & Co., Inc., N. Y. Offering—In early Dec.

#### Capitol Research Industries, Inc.

June 28, 1961 filed 165,000 common shares and 75,000 common stock purchase warrants. Price—For stock, \$2; for warrants, 20 cents. Business—The manufacture of X-ray film processing machines. Proceeds—For repayment of loans and working capital. Office—4286 Wheeler Avenue, Alexandria, Va. Underwriter—None.

#### Card Key Systems, Inc.

July 28, 1961 ("Reg. A") 60,000 common shares (no par). Price—\$5. Proceeds—For research and development, advertising equipment and working capital. Office—923 S. San Fernando Boulevard, Burbank, Calif. Underwriter—Rutner, Jackson & Gray, Inc., Los Angeles. Offering—Expected in early November.

#### Caribbean Cement Co., Ltd.

Oct. 18, 1961 filed 272,000 American Depositary Shares, each share representing one ordinary share. Price—By amendment. Business—Manufacture of cement. Proceeds—For selling stockholders. Office—Kingston, Jamaica. Underwriter—Paribas Corp., N. Y.

#### Caribbean Shoe Corp.

Oct. 18, 1961 filed 149,794 common, of which 146,667 will be sold by the company and 3,127 by a stockholder. Price—\$6. Business—Design, manufacture and distribution of custom made shoes for women. Proceeds—General corporate purposes. Office—253 S. W. 8th St., Miami, Fla. Underwriter—Robert L. Ferman & Co., Inc., Miami.

#### Carolina Power & Light Co.

Oct. 11, 1961 filed 150,000 common. Price—By amendment. Proceeds—Debt repayment and expansion. Office—336 Fayetteville St., Raleigh, N. C. Underwriters—Merrill Lynch, Pierce, Fenner & Smith Inc., N. Y. and R. S. Dickson & Co., Inc., Charlotte, N. C.

#### Carolina Power & Light Co. (11/16)

Oct. 11, 1961 filed \$25,000,000 first mortgage bonds. Office—336 Fayetteville St., Raleigh, N. C. Underwriters—(Competitive). Probable bidders: Kidder, Peabody & Co.; Merrill Lynch, Pierce, Fenner & Smith Inc. (jointly); Halsey, Stuart & Co. Inc.; Lehman Brothers and Blyth & Co., Inc. (jointly); Kuhn, Loeb & Co.—Equitable Securities Corp. (jointly); W. C. Langley & Co.—First Boston Corp. (jointly). Information Meeting: Nov. 14 (11 a.m. EST) in Room 240, 2 Rector St., N. Y. Bids—Expected Nov. 16 at 12 noon.

#### Cary Chemicals, Inc.

Sept. 27, 1961 filed 1,031,939 common to be offered for subscription by common stockholders and holders of convertible securities at the rate of one new share for each two held. Price—By amendment. Business—Manufacture of vinyl chloride polymer and copolymer resins, polyvinyl chloride compounds, and polyvinyl chloride sheeting and laminates and polyethylene film. Proceeds—For expansion. Office—Ryders Lane, E. Brunswick, N. J. Underwriters—Lee Higginson Corp., and P. W. Brooks & Co., N. Y. (mgr.). Offering—Expected in Nov.

#### Casavan Industries, Inc.

Aug. 21, 1961 filed 275,000 capital shares. Price—By amendment. Business—The production and importation of marble and vitreous mosaic products used in the building construction field. Proceeds—For equipment, inventory, leasehold improvements, construction, repayment of loans and general corporate purposes. Office—250 Vreeland Ave., Paterson, N. J. Underwriter—None.

#### Catamount, Inc.

Aug. 23, 1961 ("Reg. A") \$30,000 of debentures due Sept. 1, 1976, to be offered in units of \$500. Price—At par. Proceeds—For operation of a ski resort. Address—Egremont, Mass. Underwriter—Kennedy & Peterson, Inc., Hartford, Conn.

### Cellomatic Battery Corp.

June 20, 1961 ("Reg. A") 100,000 common shares (par 10 cents). **Price**—\$2.50. **Proceeds**—For repayment of debt, inventory and working capital. **Office**—300 Delaware Avenue, Archbald, Pa. **Underwriter**—Armstrong & Co., Inc., N. Y. **Note**—This letter was withdrawn.

### Certified Industries, Inc.

Sept. 28, 1961 filed \$750,000 of 6% convertible subordinated debentures due 1976 with attached warrants to purchase 15,000 class A shares to be offered in units (of one \$250 debenture and a warrant to purchase 5 shares) for subscription by holders of class A and class B shares at the rate of one unit for each 50 shares held. **Price**—\$250 per unit. **Business**—Production of concrete for construction purposes. **Proceeds**—For expansion, equipment and working capital. **Office**—344 Duffy Ave., Hicksville, N. Y. **Underwriter**—Singer, Bean & Mackie, Inc., N. Y.

### Challenger Products, Inc.

June 30, 1961 filed 125,000 common shares. **Price**—\$5. **Proceeds**—For the repayment of debt, purchase of new equipment, and working capital. **Office**—2934 Smallman St., Pittsburgh, Pa. **Underwriter**—To be named.

### Chandler Leasing Corp.

Sept. 26, 1961 filed 143,000 common. **Price**—By amendment. **Business**—Leasing of equipment. **Proceeds**—For the purchase of 20 class A common shares from a director, and working capital. **Office**—17 Dunster St., Cambridge, Mass. **Underwriter**—G. H. Walker & Co., N. Y.

### Charter Industries, Inc. (10/23-27)

June 22, 1961 filed 100,000 common shares. **Price**—\$4. **Business**—The manufacture of molded plastic products. **Proceeds**—For starting up production and plant expansion. **Office**—388 Codwise Ave., New Brunswick, N. J. **Underwriter**—Standard Securities Corp., N. Y. (mgr.)

### Chester Electronic Laboratories, Inc.

Sept. 27, 1961 filed 100,000 common. **Price**—By amendment. **Business**—Manufacture of electronic teaching

equipment. **Proceeds**—For acquisition of a plant and equipment, debt repayment, new products and working capital. **Address**—Chester, Conn. **Underwriter**—Putnam & Co., Hartford. **Offering**—Expected in December.

### Church Builders, Inc.

Feb. 6, 1961 filed 50,000 shares of common stock, series 2. **Price**—\$5.50 per share. **Business**—A closed-end diversified management investment company. **Proceeds**—For investment. **Office**—501 Bailey Ave., Fort Worth, Tex. **Distributor**—Associates Management, Inc., Fort Worth.

### Churchill Stereo Corp. (11/3)

July 17, 1961 105,000 common shares and 105,000 attached five-year warrants to be offered in units of one share and one warrant. **Price**—\$3.60 per unit. **Business**—The manufacture of stereophonic, hi-fidelity, radio and/or television equipment and the operation of six retail stores. **Proceeds**—For expansion, repayment of loans, working capital and other corporate purposes. **Office**—200 E. 98th Street, Brooklyn, N. Y. **Underwriter**—Lieberbaum & Co., New York (managing).

### Cinema Syndicate, Inc.

Sept. 6, 1961 ("Reg. A") 100,000 common. **Price**—\$3. **Business**—Production of motion pictures. **Proceeds**—Repayment of loans, purchase of equipment and working capital. **Office**—619 W. 54th St., N. Y. **Underwriter**—Security Options Corp., N. Y.

### Cineque Colorfilm Laboratories, Inc.

Aug. 29, 1961 ("Reg. A") 120,000 common. **Price**—\$2.50. **Business**—The production of slides and color film strips. **Proceeds**—For equipment, sales promotion and advertising. **Office**—424 E. 89th St., N. Y. **Underwriter**—Paul Eisenberg Co., N. Y.

### Citizens Life Ins. Co. of New York (11/6-10)

Sept. 8, 1961 filed 147,000 common, of which 100,000 will be sold by the company and 47,000 by a stockholder. **Price**—By amendment. **Business**—The writing of ordinary life, group life and group credit life insurance.

**Proceeds**—For investment in income producing securities. **Office**—33 Maiden Lane, N. Y. **Underwriter**—A. G. Becker & Co., N. Y. (mgr.).

### Cle-Ware Industries, Inc.

July 25, 1961 filed 195,000 common shares of which 160,000 shares are to be offered by the company and 35,000 shares by stockholders. **Price**—By amendment. **Business**—The wholesaling of parts, chemicals and accessories related to the automotive and marine fields. **Proceeds**—For repayment of loans, working capital and other corporate purposes. **Office**—10604 St. Clair Ave., Cleveland. **Underwriter**—Westheimer & Co., Cincinnati. **Offering**—Imminent.

### Clute (Francis H.) & Son, Inc. (12/4-8)

July 3, 1961 filed 1,000,000 common shares. **Price**—\$1.50. **Business**—The manufacture of farm and industrial equipment. **Proceeds**—For materials and inventory, research and development and working capital. **Office**—1303 Elm St., Rocky Ford, Colo. **Underwriter**—Stone, Altman & Co., Inc., Denver.

### Cole Vending Industries, Inc.

Aug. 28, 1961 filed 115,000 common. **Price**—By amendment. **Business**—The manufacture, sale and servicing of vending machines. **Proceeds**—For working capital. **Office**—560 W. Lake St., Chicago. **Underwriter**—Straus, Blosser & McDowell, Chicago (mgr.).

### Coleco Industries, Inc.

Sept. 26, 1961 filed 120,000 common, of which 12,000 shares will be offered by the company and 108,000 by stockholders. **Price**—By amendment. **Business**—Manufactures plastic toys, play pools, toy boats and houses, and games. **Proceeds**—For plant expansion and working capital. **Office**—75-77 Windsor St., Hartford, Conn. **Underwriter**—Cooley & Co., Hartford, Conn.

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## NEW ISSUE CALENDAR

### October 23 (Monday)

Arista Truck Renting Corp.	Common
(No underwriting) \$500,000	
Bloomfield Building Industries, Inc.	Common
(Lieberbaum & Co.) \$1,500,000	
Brite Universal, Inc.	Common
(No underwriting) 100,000 shares	
Brite Universal, Inc.	Common
(Offering to stockholders—no underwriting) 108,365 shares	
Brite Universal, Inc.	Debentures
(Offering to stockholders—no underwriting) \$1,000,000	
Bronzini, Ltd.	Common
(A. J. Gabriel & Co., Inc.) \$750,000	
Burns (William J.) International	Common
Detective Agency, Inc.	Common
(Smith, Barney & Co., Inc.) 175,000 shares	
Charter Industries, Inc.	Common
(Standard Securities Corp.) \$400,000	
Cromwell Business Machines, Inc.	Common
(Pacific Coast Securities Co.) \$300,000	
Crossway Motor Hotels, Inc.	Common
(Candee & Co.) \$350,000	
Dynamic Gear Co., Inc.	Common
(Flomenhaft, Seidler & Co., Inc.; Lomasney, Loving & Co.) \$375,000	
Electra International, Ltd.	Capital
(Ezra Kureen Co.) 70,000 shares	
Empire Precision Components, Inc.	Class A
(Ezra Kureen Co.) \$260,000	
FM-Stereo Guide, Inc.	Common
(Valley Forge Securities Co., Inc.) \$300,000	
First Union Realty	Ben. Ints.
(Harriman Ripley & Co. and Hayden, Miller & Co.) 1,000,000 shares	
Fotochrome Inc.	Common
(Shearson, Hammill & Co. and Emanuel, Deetjen & Co.) 262,500 shares	
Fotochrome Inc.	Debentures
(Shearson, Hammill & Co. and Emanuel, Deetjen & Co.) \$3,500,000	
General Kinetics, Inc.	Common
(Balogh & Co., Inc. and Irving J. Rice & Co., Inc.) 200,000 shares	
Growth Properties	Common
(Pacific Coast Securities Co.) 100,000 shares	
Happy House, Inc.	Common
(No underwriting) \$700,000	
Hawthorne Financial Corp.	Capital
(Crowell, Weedon & Co.) 33,117 shares	
International Flavors & Fragrances, Inc.	Com.
(Smith, Barney & Co., Inc.) 514,432 shares	
Keystone Steel & Wire Co.	Debentures
(Hornblower & Weeks and Eastman Dillon, Union Securities & Co.) \$20,000,000	
Lortogs, Inc.	Common
(Reich & Co.) \$1,300,000	
Lum's, Inc.	Class A
(Bayes, Rose & Co., Inc.) \$100,000	
Magna Pipe Line Co., Ltd.	Common
(Bear, Stearns & Co. and W. C. Pittfield & Co.) 750,000 shs.	
Micro-Lectric, Inc.	Common
(Underhill Securities Corp.) \$220,000	
Micro-Precision Corp.	Common
(Manufacturers Securities Corp.; Boren & Co.; Boenning & Co.; Chace, Whiteside & Winslow, Inc.; Draper, Sears & Co.; Schirmer, Atherton & Co.) \$300,000	
Middle Atlantic Credit Corp.	Units
(R. L. Scheinman & Co. and A. W. Benkert & Co., Inc.) \$300,000	
Motor Coils Manufacturing Co.	Common
(Golkin, Bomback & Co.) \$650,000	
Nuclear Corp. of America	Capital
(Bear, Stearns & Co.) \$36,280 shares	
Nuclear Corp. of America	Debentures
(Bear, Stearns & Co.) \$2,087,800	
Pickwick International, Inc.	Common
(William, David & Mottl, Inc.) \$300,000	
Regal Homes, Inc.	Capital
(J. J. B. Hillard & Sons) \$612,000	

S. O. S. Photo-Cine-Optics, Inc.	Units
(William, David & Mottl, Inc.) \$200,000	
Sav-Tax Club, Inc.	Common
(B. G. Harris & Co., Inc.) \$300,000	
Semicon, Inc.	Common
(S. D. Fuller & Co.) 125,000 shares	
Southern Growth Industries, Inc.	Common
(Capital Securities Corp.) \$600,000	
Thermionix Industries Corp.	Common
(D. L. Capas Co.) \$330,000	
Thoroughbred Enterprises, Inc.	Common
(Sandkuhl & Co., Inc.) \$340,000	
Tri-Chem, Inc.	Units
(P. W. Brooks & Co., Inc.) 3,500 units	
Tri-State Displays, Inc.	Common
(Naftalin & Co.) \$299,000	
United Improvement & Investing Corp.	Debent.
(Offering to stockholders—underwritten by Sutro Bros. & Co.) \$2,500,000	
Vol-Air, Inc.	Common
(Glass & Russ, Inc.) \$240,000	
Wainrite Stores, Inc.	Common
(Herman & Diamond) \$300,000	
Wonderbowl, Inc.	Common
(Standard Securities Corp.) \$300,000	

### October 24 (Tuesday)

American Self-Service Stores, Inc.	Common
(Scherck, Richter Co.) 100,000 shares	
Anderson New England Capital Corp.	Common
(Putnam & Co.) 200,000 shares	
Beam-Matic Hospital Supply, Inc.	Common
(First Weber Securities Corp.) \$300,000	
Deere & Co.	Debentures
(Harriman Ripley & Co., Inc.) \$35,000,000	
Niagara Mohawk Power Co.	Bonds
(Bids to be received) \$40,000,000	
Niagara Mohawk Power Co.	Common
(Bids to be received) 700,000 shares	

### October 25 (Wednesday)

Cowles Magazines & Broadcasting, Inc.	Capital
(Goldman, Sachs & Co.) 350,000 shares	
Interstate Bowling Corp.	Common
(Currier & Carlsen, Inc.) \$525,000	
New England Power Co.	Bonds
(Bids 11 a. m. EDST) \$20,000,000	
New Zealand (Government of)	Bonds
(Kiddier, Peabody & Co.) \$15,000,000	

### October 26 (Thursday)

Pittsburgh Steel Co.	Common
(Offering to stockholders—underwritten by Kuhn, Loeb & Co., Inc.) 1,110,617 shares	

### October 27 (Friday)

Piedmont Natural Gas Co., Inc.	Common
(White, Weld & Co., N. Y.) 126,832 shares	

### October 30 (Monday)

Acratex Chemical Coatings, Inc.	Common
(Tyche Securities Inc.) \$299,700	
Aero-Dynamics Corp.	Common
(Cambridge Securities, Inc. and Edward Lewis Co., Inc.) \$500,000	
American Automatic Vending Corp.	Common
(McDonald & Co.) 200,000 shares	
Consumers Utilities Corp.	Common
(Golkin, Bomback & Co.) 302,000 shares	
Dressen-Barnes Electronics Corp.	Capital
(Lester, Ryons & Co.) 100,000 shares	
Electra-Tronics, Inc.	Common
(Jay Morton & Co., Inc.) \$180,000	
Executive Equipment Corp.	Common
(Reich & Co. and Jacques Côté & Co.) \$400,000	
Family Finance Corp.	Debentures
(Goldman, Sachs & Co.) \$25,000,000	
First National Realty & Construction Corp.	Debs.
(H. Hentz & Co.) \$3,000,000	
First Western Financial Corp.	Common
(A. C. Allyn & Co.) 450,000 shares	

Fleetwood Securities Corp. of America	Common
(General Securities Co., Inc.) \$700,000	
Girder Process, Inc.	Common
(Winslow, Cohn & Stetson) \$422,000	
Hamilton Electro Corp.	Common
(William Noron Co.) \$1,012,500	
Hickory Industries, Inc.	Common
(J. B. Coburn Associates, Inc.) \$200,000	
Hogan Faximile Corp.	Common
(William R. Staats & Co.) 300,000 shares	
International Housing Corp.	Common
(Bratner & Co., Inc.) \$505,000	
Kaufman & Broad Building Co.	Common
(Bache & Co.) 174,500 shares	
Marshall Industries	Common
(William R. Staats & Co. and Shearson, Hammill & Co.) 131,305 shares	
Miner Industries, Inc.	Common
(Golkin, Bomback & Co. and Oppenheimer & Co.) \$510,000	
Missile-Tronics Corp.	Common
(Hopkins, Calamari & Co., Inc.) \$227,850	
Mobile Estates, Inc.	Common
(Harry Odzer Co.) \$840,000	
Monmouth Capital Corp.	Capital
(Meade & Co.) \$2,000,000	
Orbit Industries, Inc.	Common
(Hodgdon & Co., Inc.) \$500,000	
Orbit Instrument Corp.	Capital
(Hardy & Co.) \$400,000	
Raymond Engineering Laboratory, Inc.	Common
(Lee Higginson Corp.) 100,000 shares	
Ro Ko, Inc.	Common
(Midland Securities Co., Inc. and George K. Baum & Co.) \$600,000	
Southern Realty & Utilities Corp.	Units
(Hirsch & Co. and Lee Higginson Corp.) 6,280 units	
Star Industries, Inc.	Class A
(Lee Higginson Corp. and H. Hentz & Co.) 415,576 shares	
Supronics Corp.	Common
(Amos Treat & Co. Inc.; Standard Securities Corp. and Bruno-Tenchner Inc.) \$0,000 shares	
Techno-Vending Corp.	Common
(International Services Corp.) \$300,000	
Tor Education, Inc.	Capital
(F. L. Rossman & Co.) 100,000 shares	
Trio-Tech, Inc.	Common
(Ezra Kureen Co.) \$200,000	
United Scientific Laboratories, Inc.	Common
(Continental Bond & Share Corp.) \$720,000	
Wards Co., Inc.	Common
(Stein Bros. & Boyce) 110,000 shares	

### October 31 (Tuesday)

Chicago, Burlington & Quincy	Equip. Trust Cfs.
(Bids to be received) \$2,400,000	
Dunlap & Associates, Inc.	Common
(Dominick & Dominick Inc.) 75,000 shares	

### November 1 (Wednesday)

Automated Sports Centers, Inc.	Units
(Holton, Henderson & Co.) \$1,750,000	
Idaho Power Co.	Common
(Underwriters to be named) 200,000 shares	
Idaho Power Co.	Bonds
(Bids to be received) \$10,000,000	
Magazines for Industry, Inc.	Common
(S. D. Fuller & Co.) 135,000 shares	
Old Empire, Inc.	Debentures
(Laird, Bissell & Meeds) \$800,000	

### November 2 (Thursday)

Atlantic City Electric Co.	Common
(Eastman Dillon, Union Securities & Co. and Smith, Barney & Co.) 200,000 shares	
Kent Dry Cleaners, Inc.	Common
(Arnold Malkan & Co., Inc.) \$825,000	

### November 3 (Friday)

Churchill Stereo Corp.	Units
(Lieberbaum & Co.) \$378,000	

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### • Columbian Bronze Corp.

July 15, 1961 filed 150,000 common shares. Price—\$5 Business—The manufacture of marine propellers and electronic equipment, hydraulic products and metal furniture. Proceeds—For repayment of loans and expansion. Office—216 N. Main St., Freeport, N. Y. Underwriter—H. M. Frumkes & Co., N. Y. Offering—In Nov.

### • Columbus & Southern Ohio Electric Co.

Oct. 10, 1961 filed 148,640 common. Price—By amendment. Proceeds—For debt repayment. Office—215 N. Front St., Columbus, Ohio. Underwriters—Dillon, Read & Co., Inc., N. Y. and The Ohio Co., Columbus, Ohio.

### • Combined Insurance Co. of America

Aug. 25, 1961 filed 300,000 common. Price—By amendment. Proceeds—For the selling stockholders. Business—The writing of accident and health insurance. Office—5050 B'way, Chicago. Underwriter—Smith, Barney & Co., N. Y. Offering—Expected sometime in November.

### • Commonwealth Theatres of Puerto Rico, Inc. (11/6-10)

July 28, 1961 filed 100,000 common, of which 50,000 are to be offered by the company and 50,000 by stockholders. Price—\$10. Business—Operation of a chain of theatres in Puerto Rico. Proceeds—For construction of a drive-in movie theatre, building renovations and general corporate purposes. Address—Santurce, Puerto Rico. Underwriter—J. R. Williston & Beane, N. Y.

### • Community Charge Plan

Sept. 22, 1961 filed \$3,600,000 of 6% subordinated debentures due 1976 (with attached warrants to purchase 72,000 common shares) and 216,000 common, to be offered in units consisting of a \$100 debenture (and a warrant to purchase two shares) and six common shares. Price—By amendment. Business—The purchase at a discount from merchant-members, their accounts receivable arising from customers who hold credit cards issued

by these members. Proceeds—To repay debt and increase working capital. Office—10 Banta Place, Hackensack, N. J. Underwriter—Troster, Singer & Co., N. Y.

### • Computron Corp.

Sept. 15, 1961 filed 500,000 common. Price—\$1.15. Business—Research, development, design and production of electronic automation devices. Proceeds—For equipment, research and development and working capital. Office—9330 James Ave., South, Minneapolis. Underwriter—Brandtjen & Bayliss, Inc., St. Paul, Minn.

### • Consolidated Aerosol Corp.

Sept. 29, 1961 ("Reg. A") 70,000 common. Price—\$3. Business—Compounds and packages cosmetics, household pharmaceutical and industrial products. Proceeds—For debt repayment, equipment and working capital. Office—107 Sylvester St., Westbury, N. Y. Underwriter—J. E. Bayard & Co., Inc., 80 Wall St., New York City.

### • Consolidated Bowling Corp.

Sept. 28, 1961 filed 200,000 common. Price—By amendment. Business—Operation of bowling centers. Proceeds—For expansion and working capital. Office—880 Military Rd., Niagara Falls, N. Y. Underwriter—Doolittle & Co., Buffalo, N. Y.

### • Consolidated Chemical & Paint Corp. (11/15)

Aug. 29, 1961 filed \$275,000 of 6½% subordinated convertible debentures due 1968 and 68,750 common to be offered in units consisting of \$100 of debentures and 25 common. Price—\$200 per unit. Business—The company manufactures from oil, chemicals and pigments, diverse basic paint lines. Proceeds—For retirement of outstanding 6% debentures, repayment of debt and working capital. Office—456 Driggs Ave., Brooklyn, N. Y. Underwriters—Armstrong & Co., N. Y., and L. C. Wegard & Co., Trenton, N. J.

### • Consolidated Production Corp.

May 26, 1961 filed 125,000 shares of common stock. Price—\$15. Business—Company buys and manages fractional

interests in producing oil and gas properties. Proceeds—For investment, and working capital. Office—14 North Robinson, Oklahoma City, Okla. Underwriter—Shearson, Hammill & Co., New York City (managing). Note—This company formerly was named Cadon Production Corp. Offering—Temporarily postponed.

### • Consolidated Vending Corp.

Aug. 29, 1961 filed \$150,000 of 6% debentures due 1971 and 50,000 common to be offered in units each consisting of \$150 of debentures and 50 common. Price—\$400 per unit. Business—The operation of vending machines. Proceeds—For repayment of loans, new equipment and working capital. Office—129 S. State St., Dover, Del. Underwriter—William, David & Motti, Inc., N. Y. C.

### • Consumers Utilities Corp. (10/30-11/3)

July 27, 1961 filed 302,000 common to be offered for subscription by stockholders of Mobilife Corp., of Bradenton, Fla., parent company, on the basis of 3 Consumers shares for each 5 Mobilife shares held. Price—By amendment. Business—Acquisition, construction and operation of water-treatment and sewage-disposal plants in suburban areas of Florida. Proceeds—For the selling stockholder (Mobilife Corp.). Office—Sarasota, Fla. Underwriter—Golkin, Bomback & Co., N. Y.

### • Continental Baking Co. (11/15)

Oct. 10, 1961 filed \$1,200,000 of subord. conv. debentures due 1983 to be offered for subscription by stockholders on the basis of \$100 of debentures for each 15 shares held. Price—By amendment. Business—Baking and selling of bread, cakes and related products. Proceeds—For debt repayment and construction. Address—P. O. Box 731, Rye, N. Y. Underwriters—Wertheim & Co., Lehman Brothers and Equitable Securities Corp., N. Y.

### • Continental Leasing Corp.

June 19, 1961 ("Reg. A") 100,000 common shares (par one cent). Price—\$3. Proceeds—For purchase of new automobiles, advertising and promotion, and working

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### November 6 (Monday)

AMT Corp.	Common
(A. G. Becker & Co.) 230,000 shares	
Air Master Corp.	Common
(Francis I. du Pont & Co.) 200,000 shares	
Albert Voigt Industries, Inc.	Common
(David Barnes & Co., Inc.) \$320,000	
American Finance Co., Inc.	Units
(Lomasney, Loving & Co.) \$1,250,000	
Arista Truck Renting Corp.	Common
(No underwriting) \$300,000	
Atlantic Improvement Corp.	Common
(Bear, Stearns & Co. and Pinkle & Co.) 150,000 shares	
Avenco Finance Corp.	Common
(Sterling, Grace & Co. and Rouse, Brewer, Becker & Bryant, Inc.) 200,000 shares	
Cap & Gown Co.	Class A
(Kidder, Peabody & Co.) 192,400 shares	
Citizens Life Insurance Co. of New York	Common
(A. G. Becker & Co.) 147,000 shares	
Commonwealth Theatres of Puerto Rico, Inc.	Com.
(J. R. Williston & Beane) \$1,000,000	
Dynamic Toy, Inc.	Common
(Hancock Securities Corp.) \$243,000	
Electro-Miniatures Corp.	Common
(Burnham & Co.) \$300,000	
Fashion Homes Inc.	Common
(Globus, Inc., and Ross, Lyon & Co., Inc.) \$244,800	
Fashion Homes Inc.	Units
(Globus, Inc., and Ross, Lyon & Co., Inc.) \$1,000,000	
Foods Plus, Inc.	Common
(Shearson, Hammill & Co.) 150,000 shares	
Growth, Inc.	Common
(Mann & Creasy) \$300,000	
Handschy Chemical Co.	Common
(Blunt Ellis & Simmons) 150,000 shares	
Ihnen (Edward H.) & Son, Inc.	Common
(Amos Treat & Co. Inc.) \$375,000	
Jayark Films Corp.	Common
(Pacific Coast Securities Co.) 72,000 shares	
Longs Drug Stores, Inc.	Common
(Merrill Lynch, Pierce, Fenner & Smith, Inc.) 190,000 shares	
Midwest Technical Development Corp.	Common
(Lee Higginson Corp. and Piper, Jaffray & Hopwood) 800,000 shares	
Monmouth Electric Co., Inc.	Common
(Crutenden, Podesta & Co. and Spear, Leeds & Kellogg) \$1,200,000	
National Hospital Supply Co.	Common
(Edward Lewis Co., Inc. and Underhill Securities Corp.) \$300,000	
National Semiconductor Corp.	Capital Stock
(Lee Higginson Corp.) 75,000 shares	
Natpac Inc.	Common
(William, David & Motti, Inc. and Flomenhaft, Seidler & Co., Inc.) \$475,000	
Oceanic Instruments, Inc.	Common
(Globus, Inc.) \$140,000	
Pan-Alaska Fisheries, Inc.	Common
(Robert L. Ferman & Co.) 120,000 shares	
Pavelle Corp.	Common
(Bear, Stearns & Co.) 200,000 shares	
Penn Optical, Inc.	Capital
(Francis J. Mitchell & Co., Inc.) \$300,000	
Photo-Animation, Inc.	Common
(First Philadelphia Corp.) \$187,500	
Platt Corp.	Common
(First Weber Securities Corp.) \$1,100,000	
Precision Microwave Corp.	Common
(Peter Morgan & Co.) \$1,650,000	
Product Research of R. I., Inc.	Common
(Continental Bond & Share Corp.) \$676,500	
Publishers Co., Inc.	Debentures
(Roth & Co., Inc.) \$1,200,000	
Realtone Electronics Corp.	Common
(Lieberbaum & Co.) \$400,000	
Rexach Construction Co.	Common
(P. W. Brooks & Co., Inc., and CIA Financiera de Inversiones, Inc.) \$2,000,000	

Russ Togs, Inc.	Class A
(Shearson, Hammill & Co.) 107,571 shares	
Telecredit, Inc.	Common
(Globus, Inc.) \$155,000	
Thermo-Chem Corp.	Common
(Best & Garey Co., Inc.) \$585,000	
Trans-Lux Corp.	Common
(Bear, Stearns & Co.) 250,000 shares	
Valley Title & Trust Co.	Common
(Louis R. Dreyling & Co.) \$600,000	
Vendotronics Corp.	Common
(B. G. Harris & Co., Inc.) \$300,000	
Voron Electronics Corp.	Class A
(John Joshua & Co., Inc. and Reuben Rose & Co.) \$300,000	

### November 13 (Monday)

All Star World Wide, Inc.	Debentures
(Alessandrini & Co., Inc. and Hardy & Hardy) \$250,000	
All Star World Wide, Inc.	Common
(Alessandrini & Co., Inc. and Hardy & Hardy) \$750,000	
Alpine Geophysical Associates, Inc.	Common
(S. D. Fuller & Co.) 150,000 shares	
Alson Manufacturing Co.	Common
(Albion Securities Co., Inc.) \$300,000	
Apex Thermoplastics, Inc.	Common
(Continental Bond & Share Corp.) \$330,000	
Electronic Communications, Inc.	Common
(Laird & Co., Corp.) 150,000 shares	
Electronic International, Inc.	Common
(Theodore Arrin & Co., Inc.) \$260,000	
Energy Components Corp.	Common
(Albion Securities Co., Inc.) \$175,000	
Floyd Bennett Stores, Inc.	Common
(Goodkind, Neufeld, Jordan Co., Inc. and Richter & Co.) 100,000 shares	
Fram Corp.	Common
(Merrill Lynch, Pierce, Fenner & Smith, Inc.) 50,000 shares	
Hannett Industries, Inc.	Common
(Albion Securities Co., Inc.) \$300,000	
Lido Corp.	Common
(Flomenhaft, Seidler & Co.) \$273,000	
Lincoln Liberty Life Insurance Co.	Common
(Bache & Co., N. Y.) 200,000 shares	
Lusk Corp.	Units
(Burnham & Co.) 50 units	
Marlene Industries Corp.	Common
(Bernard M. Kahn & Co., Inc.) \$1,575,000	
Westland Capital Corp.	Common
(Bear, Stearns & Co.) \$10,840,500	

### November 14 (Tuesday)

Rochester Gas & Electric Corp.	Bonds
(Bids 11 a. m. EST) \$15,000,000	
Southern Railway Co.	Equip. Trust Cdfs.
(Bids to be received) \$4,200,000	
Wisconsin Michigan Power Co.	Bonds
(Bids to be received) \$4,000,000	

### November 15 (Wednesday)

Acro Electronic Products Co.	Common
(Roth & Co., Inc.) \$400,000	
Consolidated Chemical & Paint Corp.	Units
(Armstrong & Co. and L. C. Wegard & Co.) \$550,000	
Continental Baking Co.	Debentures
(Offering to stockholders—underwritten by Wertheim & Co., Lehman Brothers and Equitable Securities Corp.) \$13,200,000	
Dallas Power & Light Co.	Preferred
(Bids 11 a. m. EST) \$10,000,000	
Kendall Industries, Inc.	Common
(Currier & Carlsen, Inc.) \$600,000	
Pacific Northwest Bell Telephone Co.	Debentures
(Bids 11 a. m. EST) \$50,000,000	

### November 16 (Thursday)

Carolina Power & Light Co.	Bonds
(Bids to be received) \$25,000,000	

### November 20 (Monday)

Electronics Discovery Corp.	Common
(Globus, Inc.) \$100,000	
Executive House, Inc.	Units
(Bear, Stearns & Co. and Straus, Blosser & McDowell Co.) 200,000 units	
Hoffman International Corp.	Debentures
(Offering to stockholders underwritten by J. R. Williston & Beane) \$1,890,700	
Lincoln Fund, Inc.	Common
(Horizon Management Corp.) \$51,799 shares	
Lunar Enterprises, Inc.	Common
(Killich, Irwin & Co., Inc.) \$718,750	
National Bowling Lanes, Inc.	Capital
(Edward Lewis Co., Inc.) \$825,000	
Originala Inc.	Common
(Globus, Inc. and Divine & Fishman, Inc.) \$1,387,500	
Pako Corp.	Common
(Paine, Webber, Jackson & Curtis) 150,000 shares	
Rocket Power, Inc.	Common
(Paine, Webber, Jackson & Curtis) 200,000 shares	
Space Age Materials Corp.	Common
(Manufacturers Securities Corp.) \$300,000	
Valley Gas Production, Inc.	Common
(White, Weld & Co.) 194,000 shares	

### November 21 (Tuesday)

Consolidated Edison Co. of New York, Inc.	Bonds
(Bids 11 a. m. EDT) \$50,000,000	
Gibraltar Financial Corp. of California	Debent.
(White, Weld & Co. and Dean Witter & Co.) \$5,500,000	

### November 27 (Monday)

Sav-Mor Oil Corp.	Common
(Armstrong & Co. Inc.) \$230,000	

### November 29 (Wednesday)

Southern Pacific Co.	Equip. Trust Cdfs.
(Bids noon EST) \$7,905,000	
Swift Homes, Inc.	Common
(Eastman Dillon, Union Securities & Co.) 240,000 shares	

### December 4 (Monday)

Clute (Francis H.) & Son, Inc.	Common
(Stone, Altman & Co., Inc.) \$1,500,000	
Electro-Mec Instrument Corp.	Common
(Sterling, Grace & Co.) \$1,058,880	

### December 5 (Tuesday)

Sel-Rex Corp.	Common
(Eastman Dillon, Union Securities & Co.) 200,000 shares	

### December 11 (Monday)

General Telephone Co. of California	Bonds
(Bids to be received) \$20,000,000	

### December 18 (Monday)

Mercury Photo Corp.	Class A
(General Securities Co.) \$500,000	

### December 20 (Wednesday)

Rubber & Fibre Chemical Corp.	Common
(Armstrong & Co., Inc.) \$600,000	

### January 4, 1962 (Thursday)

Gluckin (Wm.) Co., Ltd.	Common
(Globus, Inc.) \$1,750,000	

### January 9, 1962 (Tuesday)

New York Telephone Co.	Bonds
(Bids to be received) \$60,000,000	

### March 5, 1962 (Monday)

West Penn Power Co.	Bonds
(Bids to be received) \$25,000,000	

capital. Office—527 Broad St., Sewickley, Pa. Underwriter—H. B. Crandall Co. and Cambridge Securities, Inc., N. Y. Offering—Expected late October.

**Continental Real Estate Investment Trust**  
Aug. 3, 1961 filed 300,000 shares of beneficial interest. Price—\$10. Business—Real estate. Proceeds—For investment. Office—530 St. Paul Place, Baltimore. Underwriter—F. Baruch & Co., Inc., Washington, D. C. (managing).

• **Continental Vending Machine Corp.**  
Aug. 11, 1961 filed \$5,052,700 of 6% convertible subordinated debentures due 1976, to be offered for subscription by stockholders on the basis of \$100 of debentures for each 80 common shares held. Price—By amendment. Business—The manufacturing of vending machines. Proceeds—For repayment of loans and working capital. Office—956 Brush Hollow Road, Westbury, L. I., N. Y. Underwriter—Hardy & Co., N. Y. Offering—Expected in November.

**Control Lease Systems, Inc.**  
July 21, 1961 ("Reg. A") 225,000 common. Price—\$1.15. Proceeds—For equipment, research and development and capital expenditures. Office—3386 Brownlow Ave., St. Louis Park, Minn. Underwriters—M. H. Bishop & Co., and J. P. Penn & Co., Inc., Minneapolis. Offering—Imminent.

**Cooke Engineering Co.**  
Sept. 12, 1961 filed 32,000 common. Price—\$11. Business—The manufacture of electronic products and the furnishing of engineering services. Proceeds—For equipment, new products, sales promotion and working capital. Office—735 N. St. Asaph St., Alexandria, Va. Underwriter—Jones, Kreeger & Co., Washington, D. C.

• **Corrigan Communications, Inc.**  
Sept. 28, 1961 filed 375,000 common. Price—\$2. Business—Development and sale of tutorial electronics communications systems for use in individual class rooms. Proceeds—To repay loans, purchase machinery, and increase working capital. Office—1111 E. Ash Ave., Fullerton, Calif. Underwriter—D. E. Liederman & Co., Inc., N. Y. and Mitchum, Jones & Templeton, Los Angeles. Offering—Expected in early December.

**Cosmetically Yours, Inc.**  
Aug. 23, 1961 filed 42,500 common. Price—\$4. Business—The manufacture of cosmetics. Proceeds—For repayment of a loan, advertising, equipment, inventory, research and development and working capital. Office—15 Clinton St., Yonkers, N. Y. Underwriter—P. J. Gruber & Co., Inc., N. Y.

• **Cosnat Record Distributing Corp.**  
May 26, 1961 filed 150,000 shares of common stock, of which 105,556 shares are to be offered for public sale by the company and 44,444 outstanding shares by the present holders thereof. Price—To be supplied by amendment. Business—The manufacture and distribution of phonograph records. Proceeds—For the repayment of debt, and working capital. Office—315 W. 47th St., N. Y. Underwriter—Amos Treat & Co., N. Y. Offering—Expected in November.

**Cowes Magazines & Broadcasting, Inc.**  
(10/25)  
Aug. 30, 1961 filed 350,000 capital shares. Price—By amendment. Business—The publication of "Look" magazine, the sale of subscriptions to other magazines and the operation of TV and radio stations. Proceeds—For general corporate purposes. Office—488 Madison Ave., N. Y. Underwriter—Goldman, Sachs & Co., N. Y. C.

**Coyle's Voting Machine Co.**  
Aug. 31, 1961 ("Reg. A") 10,000 common. Price—\$14.75. Business—The sale of punch card type voting machines. Office—830 High St., Hamilton, O. Underwriter—John A. Kemper & Co., Lima, O.

**Cramer Electronics, Inc.**  
July 27, 1961 filed 150,000 common shares, of which 107,250 shares are to be offered by the company and 42,750 shares by the stockholders. Price—By amendment. Business—The distribution of electronic components and equipment. Proceeds—For repayment of loans, inventory and working capital. Office—811 Boylston St., Boston. Underwriter—Carl M. Loeb, Rhoades & Co., N. Y. (mgr.)

**Creative Electronics, Inc.**  
Aug. 29, 1961 filed 75,000 class A. Price—By amendment. Business—The manufacture of audio reproduction devices, associated products and electrical transformers. Proceeds—For expansion, inventory, working capital and general corporate purposes. Office—4008 S. Michigan Ave., Chicago. Underwriter—None.

• **Cromwell Business Machines, Inc. (10/23-27)**  
Aug. 1, 1961 ("Reg. A") 100,000 common shares (par 50 cents). Price—\$3. Proceeds—For repayment of loans, machinery, leasehold improvements, advertising and working capital. Office—7451 Coldwater Canyon Avenue, North Hollywood, Calif. Underwriter—Pacific Coast Securities Co., San Francisco.

• **Crossway Motor Hotels, Inc. (10/23-27)**  
Aug. 4, 1961 filed 70,000 common shares. Price—\$5. Business—The operation of a motor hotel chain. Proceeds—For acquisition, expansion and the repayment of debt. Office—54 Tarrytown Rd., White Plains, N. Y. Underwriter—Candee & Co., New York.

★ **Cryplex Industries, Inc.**  
Oct. 10, 1961 filed 80,000 common. Price—\$3.75. Business—Manufactures plastic jewelry, dress accessories and novelties. Proceeds—For product development, moving expenses and working capital. Office—37 E. 18th St., N. Y. Underwriter—Herbert Young & Co., Inc., N. Y.

**Da'e Systems, Inc.**  
Aug. 9, 1961 filed 100,000 common. Price—\$3.50. Business—A shopping service which checks the efficiency of retail sales employees. Proceeds—Expansion and general corporate purposes. Office—1790 B'way, N. Y. Un-

derwriter—Theodore Arrin & Co., Inc., N. Y. Note—This offering has been temporarily postponed.

**Dallas Power & Light Co. (11/15)**  
Oct. 3, 1961 filed 100,000 cum. preferred shares. Proceeds—For debt repayment and construction. Office—1506 Commerce St., Dallas, Tex. Underwriters—(Competitive). Probable bidders: White, Weld & Co.—Equitable Securities Corp. (jointly); Eastman Dillon, Union Securities & Co.; Lehman Brothers; Blyth & Co., Inc.; Harriman Ripley & Co., Inc.—Kidder, Peabody & Co. (jointly); First Boston Corp. Bids—Expected Nov. 15 at 11 a.m. (EST). Information Meeting—Nov. 13 (11 a.m. EST) at 2 Rector St., N. Y. (Room 240).

**Data-Design Laboratories, Inc.**  
Oct. 9, 1961 filed 100,000 capital shares. Price—By amendment. Business—Publishing of technical reports and manuals covering electronic equipment. Proceeds—For debt repayment and working capital. Office—345 E. California St., Ontario, Calif. Underwriter—Morgan & Co., Los Angeles.

• **Deere & Co. (10/24)**  
Oct. 11, 1961 filed \$35,000,000 of debentures, due Nov. 1, 1986. Price—By amendment. Business—Manufactures agricultural implements. Proceeds—For debt repayment. Office—1325 Third Ave., Moline, Ill. Underwriter—Harriman Ripley & Co., Inc., N. Y.

**Delaware Barrel & Drum Co., Inc.**  
Sept. 26, 1961 filed 100,000 common. Price—By amendment. Business—Manufacture of plastic shipping containers and tanks. Proceeds—For research and development and other corporate purposes. Office—Eden Park Gardens, Wilmington, Del. Underwriter—G. H. Walker & Co., N. Y.

**Delford Industries, Inc.**  
Sept. 28, 1961 filed 95,000 common. Price—\$3.50. Business—Manufacture of precision rubber extrusions. Proceeds—Plant expansion, equipment, debt repayment and working capital. Office—82-88 Washington St., Middletown, N. Y. Underwriter—I. R. E. Investors Corp., Levittown, N. Y.

**Della Sonics, Inc.**  
Aug. 3, 1961 ("Reg. A") 100,000 common shares (par \$1). Price—\$3. Business—The manufacture of ultrasonic and electronic systems and components. Proceeds—For plant and equipment; material and inventory; repayment of a loan and working capital. Office—12918 Gerise Ave., Hawthorne, Calif. Underwriter—Costello, Russotto & Co., Inc., Los Angeles. Offering—Imminent.

**Delta Capital Corp.**  
Aug. 9, 1961 filed 500,000 common shares. Price—By amendment. Business—A small business investment company. Proceeds—For investment. Office—610 National Bank of Commerce Building, New Orleans. Underwriters—Blair & Co., New York and Howard, Weil, Labouisse, Friedrichs & Co., New Orleans (managing).

**Delta Venture Capital Corp.**  
July 13, 1961 filed 520,000 common shares. Price—\$3.30. Business—An investment company. Office—1011 N. Hill St., Hopkins, Minn. Underwriter—None.

**Demarco Business Forms Inc.**  
Sept. 26, 1961 filed 100,000 class A common (with attached warrants to purchase an additional 50,000 shares). Price—By amendment. Business—Manufacture of custom-made printed business forms. Proceeds—Expansion, payment of taxes, and working capital. Office—3747 Ridge Ave., Philadelphia. Underwriter—Suplee, Yeatman, Mosley Co., Inc., Philadelphia.

**Denn's Real Estate Investment Trust**  
July 24, 1961 filed 100,000 shares of beneficial interest. Price—\$100. Business—A real estate investment company. Office—50 State Street, Albany, N. Y. Underwriter—None.

**Dero Research & Development Corp.**  
Aug. 24, 1961 ("Reg. A") 54,000 common. Price—\$2.40. Business—The manufacture of FM Deviation Monitors. Proceeds—For development, expansion, advertising and working capital. Office—Broadway and Park Ave., Huntington, N. Y. Underwriter—James Co., N. Y.

**Deuterium Corp.**  
Sept. 28, 1961 filed 140,000 common with attached warrants to purchase an additional 140,000 shares to be offered for subscription by stockholders in units (of one share and one warrant) on the basis of 3 units for each 5% preferred share held, 2 units for each 5% preferred A stock held and one unit for each 10 class B shares held. Price—\$20 per unit. Business—Company plans to manufacture and utilize all kinds of chemical materials. Proceeds—For start-up expenses for a laboratory and small plant. Office—360 Lexington Ave., New York. Underwriter—None.

**District Wholesale Drug Corp. of Washington**  
Sept. 19, 1961 filed \$500,000 of 6% convertible subordinated debentures due 1976, also 100,000 class A common. Price—Debentures—At par. Common—\$4. Business—The sale of drug products to retail stores in Washington, Maryland and Virginia. Proceeds—For the repayment of debt, and working capital. Office—52-60 O St., N. W., Washington, D. C. Underwriter—Auchincloss, Parker & Redpath, Washington, D. C.

• **Diversified Small-Business Investment Corp.**  
Sept. 27, 1961 filed 600,000 common. Price—\$5. Business—A small business investment company. Proceeds—For general corporate purposes. Office—214 Engle St., Englewood, N. J. Underwriters—Lieberbaum & Co. and Morris Cohon & Co., N. Y. Offering—Expected in mid-Dec.

**Dixie Dinettes, Inc.**  
Sept. 28, 1961 filed 144,000 common. Price—\$5. Business—Manufacture of tables and chairs for use in kitchens and dinettes. Proceeds—For selling stockhold-

ers. Office—Dabney Rd., Richmond, Va. Underwriter—Rubin, Rennert & Co., Inc.

**Dolphin-Miller Mines Ltd.**  
Oct. 3, 1961 filed 1,600,000 capital shares, of which 1,200,000 shares are to be offered by the company and 400,000 shares by stockholders. Price—50c. Business—The exploration and production of ores. Proceeds—For salaries and general corporate purposes. Office—25 Adelaide St., W., Toronto, Canada. Underwriter—Brewis & White Ltd., Toronto.

**Don Mills, Inc.**  
Sept. 27, 1961 ("Reg. A") 60,000 common. Price—\$5. Business—Financing of shipments of business machines. Proceeds—General corporate purposes. Office—Red Rock Bldg., Atlanta, Ga. Underwriter—Stan-Bee & Co., Washington, D. C.

**Dressen-Barnes Electronics Corp. (10/30-11/3)**  
Aug. 14, 1961 filed 100,000 capital shares, of which 75,000 are to be offered by the company and 25,000 by stockholders. Price—By amendment. Business—Manufacture of power supplies and automatic label dispensers. Proceeds—Repayment of loans, and working capital. Office—250 N. Vinedo St., Pasadena, Calif. Underwriter—Lester, Ryons & Co., Los Angeles.

★ **Duffy's, Inc.**  
Oct. 6, 1961 ("Reg. A") 48,879 common. Price—At par (\$1). Proceeds—For debt repayment, equipment and working capital. Office—3111 Larimer Street, Denver. Underwriter—None.

**Dunlap & Associates, Inc. (10/31)**  
June 30, 1961 filed 75,000 common shares, of which 60,000 will be offered by the company and 15,000 by stockholders. Price—By amendment. Business—The company provides scientific research, engineering consulting and development services to the Armed Services, U. S. Government agencies and private industry. Proceeds—For purchase of building sites, expansion, and working capital. Office—429 Atlantic St., Stamford, Conn. Underwriter—Dominick & Dominick, Inc., New York.

**Dunlap Electronics**  
Sept. 27, 1961 filed 80,000 common. Price—By amendment. Business—Distribution of electronic parts made by other firms. Proceeds—For a new subsidiary, repayment of debt and working capital. Office—27 S. Grant St., Stockton, Calif. Underwriter—Birr & Co., Inc., San Francisco.

• **Dynamic Gear Co., Inc. (10/23-27)**  
June 29, 1961 filed 125,000 common shares of which 100,000 shares are to be offered by the company and 25,000 shares by a stockholder. Price—\$3. Business—Manufacture of precision instrument gears. Proceeds—For purchase and rebuilding of automatic gear-cutting machines, prepayment of a note, inventory, a new plant and for general corporate purposes. Office—175 Dixon Ave., Amityville, N. Y. Underwriters—Flomenhaf, Seidler & Co., Inc. and Myron A. Lomasney & Co., N. Y.

• **Dynamic Toy, Inc. (11/6-10)**  
June 30, 1961 ("Reg. A") 81,000 common. Price—\$3. Business—Manufacture of toys. Proceeds—Advertising, development of new products, expansion and working capital. Address—109 Ainslie St., Brooklyn, N. Y. Underwriter—Hancock Securities Corp., N. Y.

**EMAC Data Processing Corp.**  
Sept. 8, 1961 filed 100,000 common. Price—\$2.50. Business—The company conducts an electronic data processing service. Proceeds—Rental of additional data processing equipment, sales promotion, salaries, rent, furniture and working capital. Office—46-36 53rd Ave., Maspeth, N. Y. Underwriter—M. W. Janis Co., Inc., N. Y. Offering—Expected in early November.

**Eastern Properties Improvement Corp.**  
Aug. 22, 1961 filed \$1,500,000 of subordinated debentures due 1981 and 250,000 common shares. Price—For debentures, \$1,000; for stock, \$10. Business—General real estate. Proceeds—For the acquisition and development of real properties, repayment of debt and engineering, etc. Office—10 E. 40th St., New York. Underwriter—Woodcock, Moyer, Fricke & French, Inc., Philadelphia (managing). Offering—Expected in late October.

**Economy Water Conditioners of Canada Ltd.**  
Sept. 29, 1961 ("Reg. A") 100,000 common. Price—\$3. Business—Sale of water conditioning units to home owners. Proceeds—Rental of units, new distributorships and expansion. Office—36 Densley Ave., Toronto. Underwriter—S. I. Emrich Associates, Inc., N. Y.

• **Electra International, Ltd. (10/23-27)**  
May 5, 1961 filed 70,000 capital shares. Price—To be supplied by amendment. Business—Manufacture of products in the automotive ignition field for sale outside the United States. Proceeds—For research, and development and working capital. Office—222 Park Ave., South, N. Y. Underwriter—Ezra Kureen Co., N. Y.

**Electra-Tronics, Inc. (10/30-11/3)**  
Aug. 14, 1961 ("Reg. A") 60,000 common (par 75c). Price—\$3. Business—The company is a military subcontractor in the electronics field. Proceeds—For the repayment of loans, inventory, expansion and working capital. Office—1242 N. Palm, Sarasota, Fla. Underwriter—Jay Morton & Co., Inc., Sarasota.

**Electro-Mec Instrument Corp. (12/4-8)**  
Sept. 15, 1961 filed 176,480 common. Price—\$6. Business—The design, manufacture and sale of potentiometers, digitometers and goniometers used in airborne computing devices. Proceeds—For the selling stockholder, Walham Precision Instrument Co., Inc. Office—47-51 33rd St., Long Island City, N. Y. Underwriter—Sterling, Grace & Co., N. Y. (mgr.).

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**Electro-Med, Inc.**

July 17, 1961 filed \$540,000 of convertible subordinated debentures due 1971. **Price**—By amendment. **Business**—The manufacture of medical-electronic instruments. **Proceeds**—For working capital. **Office**—4748 France Avenue, N. Minneapolis. **Underwriter**—Craig-Hallum, Kinnard, Inc., Minneapolis (managing).

**Electro-Miniatures Corp. (11/6-10)**

June 19, 1961 ("Reg. A") 100,000 common shares (par 10 cents). **Price**—\$3. **Business**—The manufacture of electronic and electro-mechanical devices for the aircraft, radar, missile and rocket industries. **Proceeds**—For the selling stockholders. **Office**—600 Huyler St., Hackensack, N. J. **Underwriter**—Burnham & Co., New York.

**Electro-Tec Corp.**

July 28, 1961 filed 91,000 common shares (par 10 cents). **Price**—By amendment. **Business**—The manufacture of slip rings and brush block assemblies, switching devices, relays, and precious metal products. **Proceeds**—For the selling stockholders. **Office**—10 Romanelli Ave., South Hackensack, N. J. **Underwriter**—Harriman Ripley & Co., Inc., N. Y. (mgr.). **Offering**—Expected in December.

**Electronic Communications, Inc. (11/13-17)**

Sept. 22, 1961 filed 150,000 common. **Price**—By amendment. **Business**—Development and manufacture of electronic communication systems and equipment. **Proceeds**—General corporate purposes. **Office**—1501 72nd St. N., St. Petersburg, Fla. **Underwriter**—Laird & Co., Corp., Wilmington, Del.

**Electronic International, Inc. (11/13-17)**

Sept. 1, 1961 ("Reg. A") 130,000 common. **Price**—\$2. **Business**—The manufacture of precision instruments. **Proceeds**—For equipment and working capital. **Office**—176 E. 15th St., Paterson, N. J. **Underwriter**—Theodore Arrin & Co., Inc., N. Y.

**Electronics Discovery Corp. (11/20-24)**

July 26, 1961 filed 150,000 common shares. **Price**—\$1. **Business**—The company plans to develop a device to make non-conductors into electrical conductors by the addition of chemicals. **Proceeds**—For research and development. **Office**—1100 Shames Dr., Westbury, L. J., N. Y. **Underwriter**—Globus, Inc., N. Y.

**Elmar Electronics Inc.**

Sept. 29, 1961 filed 200,000 common, of which 100,000 will be sold by the company and 100,000 by stockholders. **Price**—By amendment. **Business**—Distribution of electronic parts and equipment. **Proceeds**—Debt repayment, expansion and working capital. **Office**—140 Eleventh St., Oakland, Calif. **Underwriter**—Schwabacher & Co., San Francisco.

**Emertson, Inc.**

Oct. 6, 1961 filed 320,000 common to be offered for subscription by stockholders of Emerson Radio & Phonograph Corp., parent on the basis of one share of Emerson for each seven shares of Emerson. **Price**—By amendment. **Business**—Design and manufacture of electronic equipment for missiles and aircraft. **Proceeds**—General corporate purposes. **Office**—14th and Coles Sts., Jersey City, N. J. **Underwriter**—F. Eberstadt & Co., N. Y.

**Empire Fund, Inc.**

June 28, 1961 filed 1,250,000 shares of capital stock to be offered in exchange for blocks of designated securities. **Business**—A "centennial-type" fund which plans to offer a tax free exchange of its shares for blocks of corporate securities having a market value of \$20,000 or more. **Office**—44 School Street, Boston, Mass. **Underwriter**—A. G. Becker & Co., Inc., Chicago. **Offering**—Expected in November.

**Empire Life Insurance Co. of America**

March 14, 1961 (letter of notification) 30,000 shares of capital stock (no par). **Price**—\$10 per share. **Proceeds**—To go to selling stockholders. **Office**—2801 W. Roosevelt Road, Little Rock, Ark. **Underwriter**—Consolidated Securities, Inc., 2801 W. Roosevelt Road, Little Rock, Ark.

**Empire Precision Components, Inc. (10/23-27)**

Aug. 29, 1961 ("Reg. A") 65,000 class A. **Price**—\$4. **Business**—The manufacture of metal component parts for precision electronic connectors. **Proceeds**—For moving expenses, a new plant, equipment, repayment of loans and working capital. **Office**—574 President St., Brooklyn, N. Y. **Underwriter**—Ezra Kureen Co., N. Y.

**Energy Components Corp. (11/13-17)**

Sept. 1, 1961 ("Reg. A") 50,000 common. **Price**—\$3.50. **Business**—Wholesale distribution of electronic components. **Proceeds**—For expansion, advertising and promotion, acquisition of a plant and equipment and other corporate purposes. **Office**—1626 Nostrand Ave., Brooklyn. **Underwriter**—Albion Securities Co., Inc., N. Y.

**Eon Corp.**

Oct. 2, 1961 filed 133,333 common. **Price**—By amendment. **Business**—Manufacture of equipment for radiation detection and measurements. **Proceeds**—For equipment, leasehold improvements and working capital. **Office**—175 Pearl St., Brooklyn. **Underwriter**—L. H. Rothchild & Co., N. Y.

**Executive Equipment Corp. (10/30-11/3)**

Aug. 1, 1961 filed 100,000 common. **Price**—\$4. **Business**—Long-term leasing of automobiles. **Proceeds**—Purchase of automobiles, establishment of a trucking division and a sales office, and for working capital. **Office**—790 Northern Blvd., Great Neck, N. Y. **Underwriters**—Reich & Co., and Jacques Coe & Co., N. Y.

**Executive House, Inc. (11/20-24)**

Aug. 29, 1961 filed \$2,000,000 of 6% subordinated sinking fund debentures due 1971 and 400,000 common to be offered in 200,000 units, each consisting of a \$10 debenture (with 2 warrants) and two common. **Price**—By amendment. **Business**—The operation of hotels. **Proceeds**—For

investment in a subsidiary and realty acquisitions. **Office**—71 E. Wacker Dr., Chicago. **Underwriters**—Bear, Stearns & Co., N. Y. C. and Straus, Blosser & McDowell Co., Chicago (mgrs.).

**FMC Corp.**

Sept. 5, 1961 filed \$30,000,000 convertible subordinated debentures due 1981. **Price**—By amendment. **Business**—The manufacture of industrial and agricultural chemical equipment. **Proceeds**—For general corporate purposes. **Office**—1105 Coleman Ave., San Jose, Calif. **Underwriter**—Kidder, Peabody & Co., N. Y. **Offering**—In early Nov.

**FM-Stereo Guide, Inc. (10/23-27)**

Aug. 4, 1961 ("Reg. A") 50,000 common shares. **Price**—\$6. **Business**—The company plans to publish a national magazine featuring detailed FM radio program listings, reviews, interviews, etc. **Proceeds**—For general corporate purposes. **Office**—1711 Walnut Street, Philadelphia. **Underwriter**—Valley Forge Securities Co., Inc., New York City and Philadelphia.

**Fairfield Controls, Inc.**

May 19, 1961 filed 150,000 shares of common stock. **Price**—\$1 per share. **Business**—The manufacture of electronic solid state power controls designed by the company's engineers from specifications supplied by customers. **Proceeds**—For equipment, repayment of a loan, inventory, advertising and working capital. **Office**—114 Manhattan Street, Stamford, Conn. **Underwriters**—First Philadelphia Corp., and Lieberman & Co., both of N. Y. **Note**—This registration was withdrawn.

**Family Circle Associates, Inc.**

Aug. 30, 1961 filed 50,000 class A common. **Price**—\$7. **Business**—The operation of retail discount department stores. **Proceeds**—For repayment of loans and working capital. **Office**—30 Main St., Keyport, N. J. **Underwriter**—Russell & Saxe, Inc., N. Y.

**Family Finance Corp. (10/30-11/3)**

Sept. 19, 1961 filed \$25,000,000 principal amount of senior debentures due Oct. 15, 1981. **Price**—By amendment. **Business**—The operation of a small loan, discount loan and sales financing business and the writing of credit life and other types of insurance. **Proceeds**—For working capital. **Office**—201 W. 14th Street, Wilmington, Del. **Underwriter**—Goldman, Sachs & Co., N. Y.

**Faradyne Electronics Corp.**

Jan. 30, 1961 filed \$2,000,000 of 6% convertible subordinated debentures. **Price**—100% of principal amount. **Business**—The company is engaged in the manufacture and distribution of high reliability materials and basic electronic components, including dielectric and electrolytic capacitors and precision tungsten wire forms. **Proceeds**—For the payment of debts and for working capital. **Office**—471 Cortlandt Street, Belleville, N. J. **Underwriter**—S. D. Fuller Co. **Note**—July 11, the SEC instituted "Stop Order" proceedings challenging the accuracy and adequacy of this statement.

**Fashion Homes Inc. (11/6-10)**

July 18, 1961 filed \$600,000 of subordinated debentures due 1971; 100,000 common shares and 100,000 five-year warrants (exercisable at from \$4 to \$8 per share) to be offered for public sale in units of one \$60 debenture, 10 common shares and 10 warrants. The registration also covers 40,800 common shares. **Price**—\$100 per unit, and \$6 per share. **Business**—The construction of shell homes. **Proceeds**—For redemption of 8% debentures; advances to company's subsidiary; repayment of loans; advertising and promotion; and other corporate purposes. **Office**—1711 N. Glenstone, Springfield, Mo. **Underwriters**—Globus, Inc. and Ross, Lyon & Co., Inc., New York.

**Fashion Industries, Inc.**

Sept. 26, 1961 filed 95,600 common, of which 68,000 will be sold by the company and 27,600 by stockholders. **Price**—\$4.75. **Business**—Manufacture and sale of women's apparel. **Proceeds**—For repayment of debt, purchase of equipment, taxes, and working capital. **Office**—Gauthier St., Tuskegee, Ala. **Underwriter**—Wright, Redden, Myers & Bessell, Inc., Washington, D. C.

**Fastlane Inc.**

Sept. 28, 1961 filed \$400,000 of 6% conv. subord. debentures due 1971 and 40,000 common shares to be offered publicly in units of one \$500 debenture and 50 common. **Price**—\$575 per unit. **Business**—Manufacture of concealed zippers. **Proceeds**—Debt repayment, advertising and working capital. **Office**—8 Washington Place, N. Y. **Underwriter**—G. Everett Parks & Co., Inc., N. Y.

**Fidelity America Financial Corp.**

Oct. 3, 1961 filed 100,000 common. **Price**—\$3. **Business**—Commercial finance company. **Proceeds**—General corporate purposes. **Office**—42 S. 15th St., Philadelphia. **Underwriter**—Netherlands Securities Co., Inc., N. Y.

**Fifth Avenue Cards, Inc.**

Sept. 28, 1961 filed 115,000 class A capital shares. **Price**—By amendment. **Business**—Operation of a chain of retail greeting card stores. **Proceeds**—Debt repayment, working capital and expansion. **Office**—18 W. 34th St., N. Y. **Underwriters**—Hardy & Co. and Filor, Bullard & Smyth, N. Y. **Offering**—Expected sometime in Nov.

**First Federated Life Insurance Co.**

Sept. 20, 1961 filed 10,000 capital shares to be offered for subscription by stockholders at the rate of one new share for each two held. **Price**—\$35. **Proceeds**—To increase capital. **Office**—Munsey Bldg., Baltimore, Md. **Underwriter**—None.

**First Midwest Capital Corp.**

Sept. 28, 1961 filed 150,000 common. **Price**—By amendment. **Business**—A small business investment company. **Proceeds**—General corporate purposes. **Office**—512 Nicollet Ave., Minneapolis. **Underwriters**—Paine, Webber, Jackson & Curtis, N. Y., and Craig-Hallum, Kinnard, Inc., Minneapolis.

**First National Realty & Construction Corp.**

(10/30-11/3)

Aug. 11, 1961 filed \$3,000,000 of 6½% subordinated debentures due 1976 (with warrants attached). **Price**—By amendment. **Business**—The construction and management of real estate. **Proceeds**—For repayment of loans and general corporate purposes. **Office**—630 Third Avenue, N. Y. **Underwriter**—H. Hentz & Co., N. Y. (mgr.).

**First Small Business Investment Company**

of Tampa, Inc.

Oct. 6, 1960 filed 500,000 shares of common stock. **Price**—\$12.50 per share. **Proceeds**—To provide investment capital. **Office**—Tampa, Fla. **Underwriter**—None.

**First Union Realty (10/23-27)**

Aug. 30, 1961 filed 1,060,000 shares of beneficial interests. **Price**—By amendment. **Business**—A real estate investment trust. **Proceeds**—For purchase of an office building, repayment of loans and working capital. **Office**—Union Commerce Bldg., Cleveland. **Underwriters**—Harriman Ripley & Co., N. Y., and Hayden, Miller & Co., Cleveland.

**First Western Financial Corp. (10/30-11/3)**

Aug. 23, 1961 filed 450,000 common, of which 100,000 shares are to be offered by the company and 350,000 shares by stockholders. **Price**—By amendment. **Business**—A holding company for a savings and loan association, an insurance agency, real estate and escrow agencies and an appraisal service. **Proceeds**—For repayment of a loan and general corporate purposes. **Office**—118 Las Vegas Blvd. S., Las Vegas, Nev. **Underwriter**—A. C. Allyn & Co., N. Y. (mgr.).

**Flato Realty Fund**

April 21, 1961 filed 2,000,000 shares of participation in the Fund. **Price**—\$10 per share. **Business**—A new real estate investment trust. **Proceeds**—For investment. **Office**—Highway 44 and Baldwin Blvd., Corpus Christi, Texas. **Distributor**—Flato, Bean & Co., Corpus Christi.

**Fleetwood Securities Corp. of America**

(10/30)

Aug. 8, 1961 filed 70,000 common shares, of which 56,000 shares are to be offered by the company and 14,000 shares by stockholders. **Price**—\$10. **Business**—Distributor of Electronics Investment Corp., Contractual Plans and a broker-dealer registered with NASD. **Proceeds**—To increase net capital and for investment. **Office**—44 Wall St., N. Y. **Underwriter**—General Securities Co., Inc., N. Y.

**Floyd Bennett Stores, Inc. (11/13-17)**

Aug. 30, 1961 filed 100,000 common. **Price**—By amendment. **Business**—The operation of discount department stores. **Proceeds**—For repayment of loans and working capital. **Office**—300 W. Sunrise Highway, Valley Stream, N. Y. **Underwriters**—Goodkind, Neufeld, Jordan Co., Inc. and Richter & Co., N. Y. (mgrs.).

**Folz Vending Co., Inc.**

Sept. 26, 1961 filed 55,000 common. **Price**—\$6. **Business**—The distribution of novelties, candy, etc. through vending machines. **Proceeds**—To repay loans, purchase machines, and increase working capital. **Office**—990 Long Beach Rd., Oceanside, N. Y. **Underwriter**—None.

**Food Corp. of America**

Oct. 5, 1961 filed 50,000 common. **Price**—\$2.50. **Business**—The acquisition of enterprises engaged in the food processing industry. **Proceeds**—For repayment of debt and working capital. **Office**—1207 Foshay Tower, Minneapolis, Minn. **Underwriter**—None.

**Foods Plus, Inc. (11/6-10)**

Sept. 22, 1961 filed 150,000 common. **Price**—By amendment. **Business**—A manufacturer, wholesaler, and retailer of vitamin products. **Proceeds**—For selling stockholders. **Office**—62 W. 45th St., N. Y. **Underwriter**—Shearson, Hammill & Co., N. Y.

**Foot & Davies, Inc.**

Sept. 22, 1961 filed 165,000 common; 70,000 to be offered by the company and 95,000 by present stockholders. **Price**—By amendment. **Business**—Printing and binding of books, magazines, catalogs, pamphlets, advertising material, etc. **Proceeds**—Repayment of debt and working capital. **Office**—764 Miami Circle, N.E., Atlanta, Ga. **Underwriters**—J. C. Bradford & Co., Nashville, Tenn. and Courts & Co., Atlanta, Ga.

**Fotochrome Inc. (10/23-27)**

June 29, 1961 filed \$3,500,000 of convertible subordinated debentures due 1981 and 143,333 outstanding common shares. The debentures are to be offered by the company and the stock by stockholders. **Price**—By amendment. **Business**—The processing of photographic films; the wholesaling of photographic supplies and the development and sale of film processing. **Proceeds**—For construction of a new plant, purchase of equipment, moving expenses and for other corporate purposes. **Office**—1874 Washington Ave., New York. **Underwriters**—Shearson, Hammill & Co., and Emanuel, Deetjen & Co., N. Y.

**Fram Corp. (11/13-17)**

Sept. 1, 1961 filed 50,000 common. **Price**—By amendment. **Business**—The manufacture of oil and air filtration equipment for engines. **Proceeds**—To reimburse Treasury for a recent acquisition. **Office**—105 Pawtucket Ave., East Providence, R. I. **Underwriter**—Merrill Lynch, Pierce, Fenner & Smith Inc., N. Y.

**G-W Inc.**

Jan. 25, 1961 filed 80,000 shares of common stock and 100,000 warrants to purchase a like number of common shares, to be offered for public sale in units, each consisting of one share of common stock and two warrants. Each warrant will entitle the holder thereof to purchase one share of common stock at \$2 per share from March to August 1961 and at \$3 per share from September 1961 to February 1964. **Price**—\$4 per unit. **Business**—The company (formerly Gar Wood Philadelphia Truck Equipment, Inc.), distributes, sells, services and installs

Gar Wood truck bodies and equipment in Pennsylvania, Delaware, and New Jersey, under an exclusive franchise. **Proceeds**—For general corporate purposes. **Office**—Kensington and Sedgley Avenues, Philadelphia, Pa. **Underwriter**—Fraser & Co., Inc., Philadelphia, Pa. **Note**—Company formerly was named G-W Ameritronics, Inc. **Offering**—Expected in November.

#### Gas Hills Uranium Co.

Aug. 29, 1961 filed 847,035 common to be offered for subscription by stockholders on a 1-for-10 basis. **Price**—By amendment. **Business**—The operation of uranium mines and a mill. **Proceeds**—For repayment of loans, acquisitions and working capital. **Office**—224 Iverson St., Laramie, Wyo. **Underwriter**—None.

#### Gem Electronic Distributors, Inc.

Aug. 25, 1961 filed 75,000 common. **Price**—By amendment. **Business**—The distribution of electronic parts and equipment, including TV and radio components. **Proceeds**—For repayment of loans and inventory. **Office**—34 Hempstead Turnpike, Farmingdale, N. Y. **Underwriter**—Carter, Berlind, Potoma & Weill, N. Y. C. (mgr.).

#### General Development Corp.

Oct. 16, 1961 filed 61,500 common. **Price**—By amendment. **Business**—Development of land for home and industrial sites. **Proceeds**—For selling stockholders. **Office**—2828 S. W. 22nd St., Miami, Fla. **Underwriter**—Allen & Co., N. Y.

#### General Forms, Inc.

Aug. 15, 1961 ("Reg. A") 100,000 common shares (par 10 cents). **Price**—\$3. **Proceeds**—For repayment of loans, plant improvements, equipment and working capital. **Office**—7325 Northwest 43rd St., Miami. **Underwriter**—Equity Securities Co., New York.

#### General Kinetics Inc. (10/23-27)

Aug. 7, 1961 filed 200,000 common. **Price**—By amendment. **Business**—Company conducts various activities within the fields of electronics, mechanical engineering, instrumentation and mathematics. **Proceeds**—For expansion. **Office**—2611 Shirlington Rd., Arlington, Va. **Underwriters**—Balogh & Co., Inc., Washington, D. C. and Irving J. Rice & Co., Inc., St. Paul, Minn.

#### General Plastics Corp.

June 20, 1961 ("Reg. A") 60,000 common shares (par \$1). **Price**—\$5. **Proceeds**—For repayment of loans, inventory, equipment and working capital. **Office**—12414 Exposition Blvd., West Los Angeles, Calif. **Underwriter**—Ehrlich, Irwin & Co., N. Y. **Offering**—Imminent.

#### General Research Corp.

Oct. 6, 1961 ("Reg. A") 23,599 preferred and 115,966 common to be offered in units as follows: (1) one preferred and three common; (2) one preferred and six common; (3) one preferred and nine common. **Price**—(1) \$8 per unit; (2) \$14 per unit; (3) \$20 per unit. **Proceeds**—For debt repayment, equipment, advertising and working capital. **Office**—3203 Third Ave., N. Billings, Mont. **Underwriter**—Wilson, Ehli, Demos Bailey & Co., Billings, Mont.

#### General Telephone Co. of Florida

Oct. 11, 1961 filed \$15,000,000 of first mortgage bonds, series H, due 1991. **Price**—By amendment. **Proceeds**—For repayment of debt and construction. **Office**—610 Morgan St., Tampa, Fla. **Underwriters**—Paine, Webber, Jackson & Curtis and Stone & Webster Securities Corp., N. Y.

#### Gibraltar Financial Corp. of California (11/21)

Oct. 3, 1961 filed \$5,500,000 of conv. subord. debentures due Nov. 1, 1976. **Price**—By amendment. **Business**—A holding company for a savings and loan association, a bank, an escrow company and a real estate trustee. **Proceeds**—Debt repayment, additional investment in the bank and other corporate purposes. **Office**—9111 Wilshire Blvd., Beverly Hills, Calif. **Underwriters**—White, Weld & Co., N. Y., and Dean Witter & Co., San Francisco.

#### Girder Process, Inc. (10/30-11/4)

July 21, 1961 filed 80,000 class A common shares. **Price**—\$5.25. **Business**—The manufacture of adhesive bonding films and related products. **Proceeds**—For acquisition of a new plant, purchase and construction of new machinery and equipment, research and laboratory product development, sales program, advertising, working capital and other corporate purposes. **Office**—102 Hobart Street, Hackensack, N. J. **Underwriter**—Winslow, Cohu & Stetson, New York (managing).

#### Girltown, Inc.

Sept. 28, 1961 filed 200,000 class A common shares. **Price**—By amendment. **Business**—The manufacture of young women's sportswear. **Proceeds**—For selling stockholders. **Office**—35 Morrissey Blvd., Boston. **Underwriter**—Hemphill, Noyes & Co., N. Y.

#### Glacier Publishing International, Inc.

Sept. 15, 1961 filed 112,500 common. **Price**—\$3. **Business**—Publishing of crossword puzzle magazines, pricing guide directories and certain annual publications. **Proceeds**—Repayment of debt, and working capital. **Office**—26 B'way, N. Y. **Underwriter**—Farrell Securities Co., N. Y.

#### Glass-Tite Industries, Inc.

Sept. 27, 1961 filed 185,000 common, of which 135,000 are to be offered by the company and 50,000 by a stockholder. **Price**—By amendment. **Business**—Manufacture of glass-to-metal hermetic seals. **Proceeds**—For purchase of equipment, investment in a subsidiary, research and development, moving expenses, and working capital. **Office**—725 Branch Ave., Providence, R. I. **Underwriter**—Hemphill, Noyes & Co., N. Y.

#### Glen Industries, Inc.

Sept. 29, 1961 ("Reg. A") 100,000 common. **Price**—\$3. **Business**—Manufacture of die casting and zipper machinery. **Proceeds**—General corporate purposes. **Office**—130 County Courthouse Rd., New Hyde Park, N. Y. **Underwriter**—G. Everett Parks & Co., Inc., N. Y.

#### Glenmore Distilleries Co.

Aug. 25, 1961 filed \$7,500,000 of convertible subordinated debentures due 1981. **Price**—By amendment. **Business**—The production of alcoholic beverages. **Proceeds**—For repayment of loans. **Office**—660 Fourth St., Louisville. **Underwriter**—Glore, Forgan & Co., N. Y. C. (mgr.).

#### Globe Coliseum, Inc.

July 21, 1961 ("Reg. A") 300,000 common shares. **Price**—At par (\$1). **Proceeds**—For construction of a coliseum building, furnishings and incidental expenses. **Address**—c/o Fred W. Layman, 526 S. Center, Casper, Wyo. **Underwriter**—Northwest Investors Service, Inc., Billings, Mont. **Offering**—Imminent.

#### Gluckin (Wm.) Co. Ltd. (1/4)

Aug. 25, 1961 filed 175,000 common. **Price**—\$10. **Business**—The manufacture of ladies' underclothing. **Proceeds**—For repayment of loans and general corporate purposes. **Office**—Bank of Bermuda Bldg., Hamilton, Bermuda. **Underwriter**—Globus, Inc., N. Y. C. (mgr.).

#### Golf Courses, Inc.

Aug. 28, 1961 filed 100,000 capital shares. **Price**—\$6. **Business**—The company plans to operate a public golf course and a private country club. **Proceeds**—For purchase of land, construction and general corporate purposes. **Office**—1352 Easton Rd., Warrington, Bucks County, Pa. **Underwriter**—Metropolitan Securities, Inc., Philadelphia (mgr.).

#### Gould Paper Co.

Sept. 28, 1961 filed 140,000 common. **Price**—\$11. **Business**—Manufacture of paper. **Proceeds**—Expansion and working capital. **Office**—Lyons Falls, N. Y. **Underwriter**—Amos Treat & Co., Inc., N. Y.

#### Gradiaz, Annis & Co., Inc.

Sept. 27, 1961 filed 116,875 common, of which 25,350 shares will be offered by the company and 91,525 by a stockholder. **Price**—By amendment. **Business**—Manufacture of cigars. **Proceeds**—To prepay notes and increased working capital. **Office**—2311-18th St., Tampa, Fla. **Underwriter**—W. C. Langley & Co., N. Y.

#### Grafco Industries, Inc.

Sept. 27, 1961 filed 77,250 common. **Price**—\$4. **Business**—Manufacture of graphic arts equipment, chemicals and supplies. **Proceeds**—For the operation of a subsidiary, new product development, equipment and other corporate purposes. **Office**—291 Third Ave., N. Y. **Underwriter**—Philips, Rosen and Appel, N. Y.

#### Green (Henry J.) Instrument Co.

Aug. 24, 1961 filed 140,000 common. **Price**—\$2.25. **Business**—The manufacture of precision meteorological instruments. **Proceeds**—For repayment of loans, equipment, salaries and general corporate purposes. **Office**—2500 Shames Dr., Westbury, N. Y. **Underwriter**—N. A. Hart & Co., Inc., Bayside, N. Y. (mgr.).

#### Griesedieck Co.

Sept. 11, 1961 filed 100,000 common to be offered for subscription by stockholders on the basis of one new share for each three held. **Price**—By amendment. **Business**—A closed-end investment company. **Proceeds**—General corporate purposes. **Office**—314 N. B'way, St. Louis. **Underwriter**—Edward D. Jones & Co., St. Louis.

#### Gro-Rite Shoe Co., Inc.

July 21, 1961 filed \$500,000 of 6% convertible subordinated debentures due 1970 to be offered for subscription by stockholders on the basis of one \$100 debenture for each 60 shares held. **Price**—At par. **Business**—The manufacture of specialized children's shoes. **Proceeds**—For new molds, construction and working capital. **Address**—Route 2, Box 129, Mount Gilead, N. C. **Underwriter**—None. **Offering**—Expected in November.

#### Growth, Inc. (11/6-10)

May 17, 1961 (letter of notification) 100,000 shares of common stock (par \$1). **Price**—\$3 per share. **Address**—Lynn, Mass. **Underwriter**—Mann & Creesy, Salem, Mass.

#### Growth Projects, Inc.

Sept. 29, 1961 ("Reg. A") 300,000 capital shares. **Price**—At par (\$1). **Proceeds**—For investment in real estate. **Office**—8710 Georgia Ave., Silver Spring, Md. **Underwriter**—None.

#### Growth Properties (10/23-27)

May 9, 1961 filed 100,000 shares of common stock. **Price**—To be supplied by amendment. **Business**—The company plans to engage in all phases of the real estate business. **Proceeds**—To reduce indebtedness, construct apartment units, buy land, and for working capital. **Office**—Suite 418, Albert Bldg., San Rafael, Calif. **Underwriter**—Pacific Coast Securities Co., San Francisco, Calif.

#### Gulf American Fire & Casualty Co.

Sept. 28, 1961 filed 226,004 common to be offered for subscription by stockholders on the basis of three new shares for each 10 held. **Price**—\$2. **Business**—Writing of fire and casualty insurance. **Proceeds**—To increase capital and surplus. **Office**—25 S. Perry St., Montgomery, Ala. **Underwriter**—None.

#### Gulf States Land & Industries, Inc.

Aug. 29, 1961 filed 460,003 common to be offered for subscription by stockholders of Chemetals Corp., principal stockholder, on the basis of five shares for each \$5 cumulative preferred share (par \$10) and one share for each 3.2367 common shares of Chemetals held. **Price**—By amendment. **Business**—The exploration and development of oil and gas properties. **Office**—383 Madison Ave., N. Y. **Underwriter**—None.

#### Halco Chemical Co.

Aug. 25, 1961 filed 225,000 common. **Price**—\$2. **Business**—Manufacture of agricultural chemicals. **Proceeds**—General corporate purposes. **Office**—N. 14th St. and Lafayette Ave., Kenilworth, N. J. **Underwriters**—Ross, Lyon & Co., Inc., and Globus, Inc., N. Y.

#### Hallmark Insurance Co., Inc.

Aug. 3, 1961 filed 225,000 common shares. **Price**—\$3. **Business**—An insurance company. **Proceeds**—For capital and surplus. **Office**—636 S. Park St., Madison, Wis. **Underwriters**—Braun, Monroe & Co., Milwaukee and Harley, Haydon & Co., Inc., Madison.

#### Halton Rental Corp.

Sept. 29, 1961 ("Reg. A") 150,000 common. **Price**—\$2. **Business**—Rental of fur coats. **Proceeds**—For leasehold improvements, equipment, advertising, working capital and inventory. **Office**—350 Seventh Ave., N. Y. **Underwriter**—B. G. Harris & Co., N. Y.

#### Hamilton Electro Corp. (10/30-11/3)

Aug. 9, 1961 filed 135,000 common, of which 80,000 are to be offered by the company and 55,000 by stockholders. **Price**—\$7.50. **Business**—Distribution of solid state electronic parts and equipment. **Proceeds**—Inventory, new product lines, repayment of loans and working capital. **Office**—11965 Santa Monica Blvd., Los Angeles, Calif. **Underwriter**—William Norton Co., N. Y.

#### Handschy Chemical Co. (11/6-10)

Aug. 25, 1961 filed 150,000 common, of which 50,000 are to be offered by the company and 100,000 by stockholders. **Price**—By amendment. **Business**—The manufacture of specialty printing inks, chemicals and supplies. **Proceeds**—For general corporate purposes. **Office**—2525 N. Elston Ave., Chicago. **Underwriter**—Blunt Ellis & Simmons, Chicago (mgr.).

#### Hannett Industries, Inc. (11/13-17)

Aug. 11, 1961 ("Reg. A") 100,000 common. **Price**—\$3. **Business**—Fabrication of components for missiles, jet engines, aircraft landing gears and precision machines. **Proceeds**—Machinery, research and development and working capital. **Office**—40 Sea Cliff Ave., Glen Cove, N. Y. **Underwriter**—Albion Securities Co., Inc., N. Y.

#### Happy House, Inc. (10/23-27)

July 28, 1961 filed 700,000 common shares. **Price**—\$1. **Business**—The marketing of gifts, candies and greeting cards through franchised dealers. **Proceeds**—For equipment, inventory and working capital. **Office**—11 Tenth Ave., S., Hopkins, Minn. **Underwriter**—None.

#### Harleysville Life Insurance Co.

Sept. 21, 1961 filed 40,000 common. **Price**—\$15. **Business**—The writing of all types of life insurance and annuities. **Proceeds**—Working capital. **Office**—Harleysville, Pa. **Underwriter**—None.

#### Hartfield Stores, Inc.

Sept. 25, 1961 filed \$5,000,000 of conv. subord. debentures due 1981. **Price**—By amendment. **Business**—Operation of retail apparel and discount department stores. **Proceeds**—Repayment of debt, expansion and working capital. **Office**—5330 W. 102nd St., Los Angeles. **Underwriters**—Van Alstyne, Noel & Co., N. Y., and Johnston, Lemon & Co., Wash., D. C. **Offering**—Expected sometime in Nov.

#### Hawthorne Financial Corp. (10/23-27)

Aug. 10, 1961 filed 33,117 capital shares. **Price**—By amendment. **Business**—A holding company for a savings and loan association and an insurance agency. **Proceeds**—For the selling stockholders. **Office**—305 S. Hawthorne Boulevard, Hawthorne, Calif. **Underwriter**—Crowell, Weedon & Co., Los Angeles.

#### Hazeltine Investment Corp.

June 5, 1961 filed 13,000 5% preferred shares (\$100 par) and 13,000 common shares to be offered for sale in units of one preferred and one common share. **Price**—\$101 per unit. **Business**—The acquisition and development of real estate. **Proceeds**—For investment, repayment of debt, and working capital. **Office**—660 Grain Exchange, Minneapolis. **Underwriter**—None.

#### Helland Research & Engineering, Inc.

Oct. 5, 1961 ("Reg. A") 180,000 common. **Price**—\$1.15. **Proceeds**—For tooling, inventory, equipment and expansion. **Address**—Navarre, Minn. **Underwriter**—None.

#### Hexagon Laboratories, Inc.

July 20, 1961 filed \$540,000 of 6% convertible subordinated debentures due 1976 and 90,000 common shares to be offered in units consisting of \$300 of debentures and 50 common shares. **Price**—\$500 per unit. **Business**—The manufacture of medicinal chemicals. **Proceeds**—For equipment, expansion, repayment of loans and working capital. **Office**—3536 Peartree Avenue, New York. **Underwriter**—Stearns & Co., New York (managing).

#### Hickory Industries, Inc. (10/30-11/3)

Aug. 31, 1961 ("Reg. A") 40,000 common. **Price**—\$5. **Business**—The manufacture of barbecue machines and allied equipment. **Proceeds**—For equipment, inventory, sales promotion, expansion and working capital. **Office**—10-20 47th Rd., Long Island City, N. Y. **Underwriter**—J. B. Coburn Associates, Inc., N. Y.

#### High Temperature Materials, Inc.

Sept. 28, 1961 filed 120,000 common. **Price**—By amendment. **Business**—Manufacture of products from test models. **Proceeds**—For equipment, research and development, leasehold improvements, repayment of debt and working capital. **Office**—130 Lincoln St., Brighton, Mass. **Underwriter**—L. F. Rothschild & Co., N. Y.

#### Hill Street Co.

Oct. 16, 1961 filed 2,265,138 common to be offered for subscription by stockholders of Union Bank of California on a share-for-share basis. **Price**—\$3. **Business**—A management investment company. **Proceeds**—For investment. **Office**—760 S. Hill St., Los Angeles. **Underwriter**—None.

#### Hoffman International Corp. (11/20-24)

July 18, 1961 filed \$1,890,700 7% convertible subordinated debentures due 1973 to be offered for subscription by stockholders on the basis of \$100 of debentures for each 25 shares held. **Price**—At par. **Business**—The

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Manufacture of pressing and dry-cleaning equipment. **Proceeds**—For repayment of loans and general corporate purposes. **Office**—107 Fourth Ave., New York. **Underwriter**—J. R. Williston & Beane, New York.

#### Hogan Faximile Corp. (10/30)

July 26, 1961 filed 300,000 common shares. **Price**—By amendment. **Business**—The manufacture of electrolytic recording paper and equipment. **Proceeds**—For repayment of debt and working capital. **Office**—635 Greenwich St., New York. **Underwriter**—William R. Staats & Co., Los Angeles (managing).

#### Hollywood Artists Productions Inc.

July 28, 1961 ("Reg. A") 100,000 common shares (par 10 cents). **Price**—\$3. **Business**—The production of motion picture and TV feature films. **Proceeds**—For repayment of loans, producers' fee, stories and working capital. **Office**—350 Lincoln Rd., Miami Beach, Fla. **Underwriter**—To be named.

#### ★ Honolulu Gas Co., Ltd.

Oct. 11, 1961 filed 73,062 common, of which 66,420 will be offered for subscription by stockholders on a 1-for-5 basis. **Price**—By amendment. **Proceeds**—For construction and debt repayment. **Office**—1050 Bishop St., Honolulu, Hawaii. **Underwriter**—None.

#### Houston Corp.

June 9, 1961 filed 583,334 common shares to be offered for subscription by holders of common and class A stock. **Price**—By amendment. **Business**—The operation of a pipe line system of natural gas. **Proceeds**—For expansion, working capital and general corporate purposes. **Office**—First Federal Bldg., St. Petersburg, Fla. **Underwriters**—Blyth & Co., Inc., Lehman Brothers and Allen & Co., New York.

#### ★ Hydra-Loc, Inc.

Oct. 10, 1961 ("Reg. A") 60,000 common. **Price**—\$2. **Business**—Design, development and manufacture of a brake control. **Proceeds**—For debt repayment and general corporate purposes. **Office**—101 Park Ave., Hudson, N. Y. **Underwriter**—McLaughlin, Kaufman & Co., N. Y.

#### Hygiene Industries Inc.

Sept. 20, 1961 filed 200,000 common. **Price**—\$5. **Business**—Manufacturer of shower and window curtains. **Proceeds**—For selling stockholders. **Office**—261 5th Ave., N. Y. **Underwriter**—Milton D. Blauner & Co., N. Y. **Offering**—Expected sometime in November.

#### Hygrade Packaging Corp.

Aug. 30, 1961 filed 100,000 class A. **Price**—By amendment. **Business**—The manufacture of paper cartons and boxes. **Proceeds**—For product development, expansion, repayment of a loan and working capital. **Office**—92-00 Atlantic Ave., Ozone Park, N. Y. **Underwriter**—P. J. Gruber & Co., Inc., N. Y. (mgr.).

#### Idaho Power Co. (11/1)

Sept. 26, 1961 filed 200,000 common. **Price**—By amendment. **Office**—1220 Idaho St., Boise, Idaho. **Underwriters**—To be named. The last sale of common on Nov. 10, 1960 was underwritten by Kidder, Peabody & Co., and Merrill Lynch, Pierce, Fenner & Smith Inc., N. Y.

#### Idaho Power Co. (11/1)

Sept. 26, 1961 filed \$10,000,000 first mortgage bonds due 1991. **Office**—1220 Idaho St., Boise, Idaho. **Underwriters**—(Competitive). Probable bidders: Halsey, Stuart & Co. Inc.; Blyth & Co., Inc.; Lazard Freres & Co.—First Boston Corp. (jointly); Merrill Lynch, Pierce, Fenner & Smith Inc.; Kidder, Peabody & Co.—White, Weld & Co. (jointly); Salomon Brothers & Hutzler-Eastman Dillon, Union Securities & Co. (jointly); Equitable Securities Corp. Bids—Expected Nov. 1. **Information Meeting**—Oct. 27 (11 a.m. EDT) at Bankers Trust Co. (Room No. 1, second floor) 16 Wall St., N. Y.

#### Ihnen (Edward H.) & Son, Inc. (11/6-10)

May 16, 1961 filed 75,000 shares of common stock. **Price**—\$5 per share. **Business**—The construction of public and private swimming pools and the sale of pool equipment. **Proceeds**—To reduce indebtedness, to buy equipment, and for working capital. **Office**—Montvale, N. J. **Underwriter**—Amos Treat & Co., Inc., New York City.

#### Illinois Capital Investment Corp.

Sept. 19, 1961 filed 250,000 common. **Price**—By amendment. **Business**—A small business investment company. **Office**—20 North Wacker Dr., Chicago, Ill. **Underwriter**—Blair & Co., Inc., N. Y. **Offering**—Expected in Nov.

#### Industronics Controls, Inc.

July 26, 1961 filed 84,000 common shares. **Price**—\$5. **Business**—The manufacture of electronic controls for the monitoring of machinery. **Proceeds**—For repayment of a loan, purchase of raw material and equipment, advertising, establishment of a field engineering service organization and other corporate purposes. **Office**—20 Vandam St., N. Y. **Underwriter**—Jacey Securities Co., N. Y.

#### ★ Intercontinental Dynamics Corp.

July 18, 1961 ("Reg. A") 200,000 common. **Price**—\$1.50. **Business**—Manufacture of electronic and electro-mechanical devices used to determine the accuracy of aircraft flight instruments. **Office**—170 Coolidge Ave., Englewood, N. J. **Underwriter**—M. H. Woodhill Inc., N. Y. **Offering**—Imminent.

#### Interior Communications Systems, Inc.

Aug. 25, 1961 ("Reg. A") 220,000 common. **Price**—\$1.15. **Proceeds**—For establishment of a Chicago branch office and the purchase of inventories. **Office**—2430 Nicollet Ave., Minneapolis. **Underwriter**—McDonald, Anderson, Peterson & Co., Inc., Minneapolis. **Offering**—Expected in late October.

#### International Flavors & Fragrances Inc.

(10/23-27)  
Sept. 29, 1961 filed 514,432 common, of which 409,432 will be sold by the company and 105,000 by stockholders. **Price**—By amendment. **Business**—Production of fragrances and flavors for the cosmetic, soap and food industries. **Proceeds**—For the purchase and retirement of 957,046 outstanding shares now held by a Dutch company. **Office**—521 W. 57th St., N. Y. **Underwriter**—Smith, Barney & Co., Inc., N. Y.

#### International House of Pancakes, Inc.

Aug. 28, 1961 filed \$600,000 of 6% convertible subordinated debentures due 1976 and 81,250 common. **Price**—By amendment. **Business**—The distribution of food items for restaurants. **Proceeds**—For expansion, repayment of loans and general corporate purposes. **Office**—6837 Lankershim Blvd., North Hollywood, Calif. **Underwriter**—L. F. Rothschild & Co., N. Y. (mgr.).

#### International Housing Corp. (10/30-11/3)

Aug. 16, 1961 filed 440,000 common shares. **Price**—\$1.15. **Business**—For construction and financing of shell homes. **Proceeds**—For working capital and general corporate purposes. **Office**—2101 N. E. Broadway, Minneapolis. **Underwriter**—Bratter & Co., Inc., Minneapolis.

#### International Management Corp.

Aug. 21, 1961 ("Reg. A") 100,000 common (par \$1). **Price**—\$3. **Proceeds**—For loans to subsidiaries and working capital. **Office**—7510 B. Granby St., Norfolk, Va. **Underwriter**—J. B. McLean & Co., Inc., Norfolk, Va.

#### Interphoto Corp.

Sept. 15, 1961 filed 200,000 class A common. **Price**—\$9. **Business**—The wholesale distribution of photographic and sound equipment and supplies. **Proceeds**—For the selling stockholders. **Office**—45-17 Pearson St., Long Island City, N. Y. **Underwriters**—C. E. Unterberg, Towbin Co., and Arnold & S. Bleichroeder, Inc., N. Y.

#### ★ Interstate Bowling Corp. (10/25)

July 25, 1961 filed 150,000 common shares. **Price**—\$3.50. **Business**—The acquisition and operation of bowling centers in Colorado, California and other states. **Proceeds**—For repayment of debts and general corporate purposes. **Office**—10391 Magnolia Ave., Riverside, Calif. **Underwriter**—Currier & Carlsen, Inc., San Diego.

#### Interstate Hosts, Inc.

Oct. 2, 1961 filed \$2,550,000 of con. subord. debentures due 1981 to be offered for subscription by stockholders on the basis of \$100 of debentures for each 33 shares held. **Price**—At par. **Business**—The operation of restaurants, other food establishments and gift shops. **Proceeds**—For expansion. **Office**—11255 W. Olympic Blvd., Los Angeles. **Underwriters**—Glore, Forgan & Co., N. Y. and H. M. Bylesby & Co., Inc., Chicago.

#### Interworld Film Distributors, Inc.

Sept. 29, 1961 filed 106,250 common. **Price**—\$4. **Business**—Theatrical distribution and co-production of foreign and domestic feature films. **Proceeds**—For acquisition, co-production, dubbing, adaptation and distribution of films, and working capital. **Office**—1776 B'way, N. Y. **Underwriters**—General Securities Co., Inc., and S. Kasdan & Co., Inc., N. Y. **Offering**—Expected in December.

#### Ivest Fund, Inc.

Feb. 20, 1961 filed 150,000 shares of common stock. **Price**—Net asset value at the time of the offering. **Business**—A non-diversified, open-end investment company, whose stated objective is capital appreciation. **Proceeds**—For investment. **Office**—One State Street, Boston. **Underwriter**—Ivest, Inc., One State Street, Boston.

#### James Vending Machine Co., Inc.

Aug. 11, 1961 ("Reg. A") 100,000 common. **Price**—\$3. **Business**—Sale, servicing and operation of vending machines. **Proceeds**—Purchase of trucks, development and general corporate purposes. **Office**—5523 Illinois Ave., N. W., Washington 11, D. C. **Underwriter**—Mitchell, Carroll & Co., Inc., Washington, D. C.

#### ★ (The) Japan Fund, Inc.

Oct. 19, 1961 filed 2,000,000 common. **Price**—\$12.50. **Business**—A diversified investment company. **Proceeds**—For investment in Japanese securities. **Underwriters**—Bache & Co., and Paine, Webber, Jackson & Curtis, N. Y., and Nikko Securities Co., Ltd., Tokyo, Japan.

#### Jarrell-Ash Co.

Aug. 17, 1961 filed 60,000 class A common shares and 9,000 outstanding voting trust certificates (representing beneficial interest in 9,000 class B common shares). **Price**—By amendment. **Business**—The manufacture of optical instrumentation. **Proceeds**—For repayment of loans and working capital. **Office**—7 Farwell St., Newtonville, Mass. **Underwriters**—Stearns & Co., New York and Clayton Securities Corp., Boston. **Offering**—Expected in early November.

#### Jayark Films Corp. (11/6-10)

Aug. 24, 1961 filed 72,000 common, of which 50,000 are to be offered by the company and 22,000 by stockholders. **Price**—By amendment. **Business**—The distribution of motion picture and television films. **Proceeds**—For production of films and working capital. **Office**—15 E. 48th St., N. Y. **Underwriter**—Pacific Coast Securities Co., San Francisco.

#### ★ Jaylis Industries, Inc.

Oct. 18, 1961 filed \$850,000 of 6½% subord. debentures due 1971 and 212,500 class A common shares to be offered in units of one \$100 debenture and 25 class A shares. **Price**—\$200. **Business**—Manufactures patented traversing screens for use as window coverings, room dividers, folding doors, etc. **Proceeds**—For debt repayment and general corporate purposes. **Office**—514 W. Olympic Blvd., Los Angeles. **Underwriter**—D. E. Liederman & Co., Inc., N. Y.

#### Johnson Electronics, Inc.

Sept. 8, 1961 filed 125,000 capital shares. **Price**—By amendment. **Business**—The design and production of special electronic components for the commercial and military market. **Proceeds**—For the repayment of debt,

and working capital. **Address**—Box 7, Casselberry, Fla. **Underwriter**—Warner, Jennings, Mandel & Longstreth, Philadelphia.

#### Jorn's Greeting Card Co., Inc.

Sept. 28, 1961 filed 110,000 common. **Price**—By amendment. **Business**—Manufacture and sale of greeting cards. **Proceeds**—For repayment of loans, expansion and working capital. **Office**—106-11 157th St., Jamaica, N. Y. **Underwriter**—Godfrey Hamilton, Taylor & Co., Inc., N. Y.

#### Joyce Teletronics Corp.

Aug. 31, 1961 ("Reg. A") 55,000 common. **Price**—\$5. **Business**—The manufacture of electronic instruments used in communication. **Proceeds**—For working capital, new products and repayment of loans. **Office**—20 Madison Ave., Hicksville, N. Y. **Underwriter**—General Securities Co., Inc., N. Y. **Offering**—Expected in December.

#### ★ Julyn Sportswear, Inc.

Sept. 7, 1961 filed 125,000 class A. **Price**—\$5. **Business**—The manufacture of maternity clothes and sportswear. **Proceeds**—For working capital. **Office**—237 W. 35th St., N. Y. **Underwriter**—Mortimer B. Burnside & Co., Inc., N. Y. **Offering**—Expected in November.

#### Kaiser Electronics, Inc.

Aug. 22, 1961 ("Reg. A") 50,000 common. **Price**—\$4.50. **Business**—The manufacture of electronic power conversion equipment. **Proceeds**—For repayment of loans, new products, equipment, inventory, sales promotion and working capital. **Office**—3 Monroe St., Union N. J. **Underwriter**—Schirmer, Atherton & Co., Boston.

#### ★ Kaufman & Broad Building Co. (10/30-11/3)

Aug. 11, 1961 filed 174,500 common shares, of which 124,500 shares are to be offered by the company and 50,000 shares by stockholders. **Price**—By amendment. **Business**—The construction and sale of low-priced homes. **Proceeds**—For repayment of loans and working capital. **Office**—18610 W. Eight Mile Road, Southfield, Mich. **Underwriter**—Bache & Co., New York (managing).

#### Keller Corp.

June 29, 1961 filed \$1,200,000 of 6½% convertible subord. debentures due 1968. **Price**—At 100%. **Business**—Development of land, construction of homes and related activities in Florida. **Proceeds**—Repayment of debt, acquisition of Yetter Homes, Inc., and general corporate purposes. **Office**—101 Bradley Place, Palm Beach, Fla. **Underwriter**—Casper Rogers & Co., Inc., N. Y. **Offering**—Expected late in December.

#### Kendall Industries, Inc. (11/15)

Sept. 11, 1961 filed 150,000 common, of which 100,000 are to be offered by the company and 50,000 by a selling stockholder. **Price**—\$4. **Business**—The manufacture of sliding aluminum windows and doors. **Proceeds**—For equipment and general corporate purposes. **Office**—5581 Air Terminal Dr., Fresno, Calif. **Underwriter**—Currier & Carlsen, Inc., Los Angeles (mgr.).

#### Kent Dry Cleaners, Inc. (11/2)

Aug. 25, 1961 filed 165,000 common, of which 45,000 are to be offered by the company and 120,000 by stockholders. **Price**—\$5. **Business**—The dry cleaning and storage of clothes. **Proceeds**—For working capital and general corporate purposes. **Office**—1745 Clintonville St., Whitestone (Queens) N. Y. **Underwriter**—Arnold Malkan & Co., Inc., N. Y. C.

#### Kentucky Central Life & Accident Insurance Co.

Aug. 16, 1961 filed 400,000 class A non-voting common shares, of which 200,000 shares are to be offered by the company and 200,000 shares by stockholders. **Price**—From \$13 to \$17 per share. **Proceeds**—To increase capital and surplus. **Address**—Anchorage, Ky. **Underwriter**—Stifel, Nicolaus & Co., St. Louis (mgr.). **Offering**—Expected in late October.

#### Kenwin Shops, Inc.

Sept. 27, 1961 filed 80,000 common. **Price**—\$5. **Business**—Operates a chain of women's and children's apparel stores. **Proceeds**—Repayment of debt, expansion and working capital. **Office**—249 W. 34th St., N. Y. **Underwriters**—D. H. Blair & Co., N. Y., and Johnson, Lane, Space Corp., Savannah.

#### Keystone Steel & Wire Co. (10/23-27)

Aug. 23, 1961 filed \$20,000,000 of convertible subordinated debentures due 1981. **Price**—By amendment. **Business**—The production of steel. **Proceeds**—For the repayment of debt and working capital. **Office**—Peoria, Ill. **Underwriters**—Hornblower & Weeks and Eastman Dillon, Union Securities & Co. (co-mgrs.).

#### Kiddie Rides, Inc.

Sept. 12, 1961 filed \$1,000,000 of 7% convertible subordinated debentures due 1971 and 30,000 common to be offered in units of \$1,000 debentures and 30 of common. **Price**—By amendment. **Business**—The operation of coin operated children's amusement equipment. **Proceeds**—For repayment of loans, equipment and general corporate purposes. **Office**—2557 W. North Ave., Chicago. **Underwriter**—Paul C. Kimball & Co., Chicago.

#### King Louie Bowling Corp.

Sept. 27, 1961 filed 325,000 common. **Price**—\$3. **Business**—Operates a chain of bowling centers. **Proceeds**—Repay debt and for other corporate purposes. **Office**—8788 Metcalfe Rd., Overland Park, Kan. **Underwriter**—George K. Baum & Co., Kansas City, Mo.

#### Knappe & Vogt Manufacturing Co.

Sept. 11, 1961 filed 263,750 common. **Price**—By amendment. **Business**—The manufacture of specialty hardware items. **Proceeds**—For the selling stockholders. **Office**—658 Richmond St., N. W. Grand Rapids, Mich. **Underwriter**—Glore, Forgan & Co., N. Y. (mgr.).

#### Knickerbocker Toy Co., Inc.

Sept. 27, 1961 filed 100,000 common. **Price**—By amendment. **Business**—Design and manufacture of toys. **Pro-**

ceeds—For working capital. Office—401 Butler St., Brooklyn, N. Y. Underwriter—Netherlands Securities Co., Inc., N. Y.

#### Korfund, Inc.

Sept. 8, 1961 filed \$600,000 of 6½% convertible subord. debentures due 1971 and 180,000 common to be offered for public sale in units, each consisting of \$100 of debentures and 30 common. Of the 180,000 shares, 40,000 will be sold by the company and 140,000 by Massachusetts Mohair Plush Co., Inc., sole stockholder. Price—By amendment. Business—The manufacture of vibration, shock and noise control products and the distribution of European made electronic and mechanical instruments. Proceeds—For the repayment of debt, and working capital. Office—16 E. 34th St., N. Y. Underwriter—Street & Co., Inc., N. Y. (mgr.).

#### Koster-Dana Corp.

Sept. 28, 1961 filed 70,000 common. Price—\$5. Business—Publishing of informational booklets for financial, commercial and industrial organizations. Proceeds—Debt repayment and working capital. Office—76 Ninth Ave., N. Y. Underwriter—Gianis & Co., N. Y.

#### Kratter Corp.

Sept. 27, 1961 filed \$100,000,000 of 6% subord. debentures due 1976 (with attached five-year warrants to purchase 2,000,000 class A common) to be offered to holders of class A and class B shares at the rate of \$1,000 of debentures for each 50 shares held. Price—\$1,000. Business—Real Estate investment. Proceeds—Repayment of debt, investment, and corporate purposes. Office—521 5th Ave., N. Y. Underwriter—None.

#### Kronfeld (Phil), Inc.

July 28, 1961 ("Reg. A") 75,000 common shares (par 10 cents). Price—\$4. Business—The operation of men's retail stores. Proceeds—For a new store, working capital and general corporate purposes. Office—201 W. 49th St., N. Y. Underwriter—Kerns, Bennett & Co., Inc., N. Y.

#### Kulicke & Soffa Manufacturing Co.

Aug. 15, 1961 filed 122,980 common shares, of which 100,000 shares are to be offered by the company and 22,980 shares by stockholders. Price—By amendment. Business—The manufacture of machinery for production of transistors and similar devices. Proceeds—For payment of taxes, new products, down payment on a new plant and general corporate purposes. Office—401 N. Broad St., Philadelphia. Underwriter—Marron, Sloss & Co., Inc., New York (managing).

#### L. L. Drug Co., Inc.

July 26, 1961 filed 100,000 common shares. Price—\$4.50. Business—The manufacture of pharmaceuticals. Proceeds—For repayment of a loan, purchase of equipment, research and development, advertising and working capital. Office—1 Bala Ave., Bala-Cynwyd, Pa. Underwriter—Stevens Investment Co., Bala-Cynwyd, Pa. Offering—Expected in late October.

#### Laboratory Procedures, Inc.

Sept. 29, 1961 ("Reg. A") 100,000 capital shares. Price—\$2.50. Proceeds—For debt repayment; equipment, advertising, leases, and working capital. Office—2701 Stocker St., Los Angeles. Underwriter—Pacific Coast Securities Co., San Francisco.

#### Lance, Inc.

Aug. 30, 1961 filed 364,000 common. Price—By amendment. Business—The manufacture of peanut butter filled delicacies. Proceeds—For the selling stockholders. Office—1304 S. Blvd., Charlotte, N. C. Underwriter—R. S. Dickson & Co., Charlotte, N. C. (mgr.).

#### Larr Optics & Electronics Co.

Oct. 2, 1961 ("Reg. A") 75,000 common. Price—\$2. Proceeds—For expansion, equipment, research and development and working capital. Office—1375 West Maple St., Denver. Underwriter—Schmidt, Sharp, McCabe & Co., Inc., Denver.

#### Lehigh Acres Utilities & Investment Co.

Sept. 26, 1961 filed 100,000 common. Price—\$5. Business—Operates a water treatment plant, sewage disposal plant, and LP-gas distribution facilities. Proceeds—Repay debt, expansion and working capital. Office—800-71st St., Miami Beach, Fla. Underwriter—None.

#### Leslie (Joyce), Inc.

Sept. 28, 1961 filed 100,000 common. Price—\$5.50. Business—Retailing of women's apparel. Proceeds—For expansion, inventories and working capital. Office—850 Flatbush Ave., Brooklyn. Underwriter—Seymour, Bernard & DuBoff, Inc., N. Y.

#### Lewis & Clark Marina, Inc.

May 9, 1961 (letter of notification) 150,000 shares of common stock (par \$1). Price—\$2 per share. Address—Yankton, S. D. Underwriter—The Apache Investment Planning Division of the Apache Corp., Minneapolis. Offering—Expected sometime in November.

#### Libby International Corp.

Aug. 3, 1961 ("Reg. A") 100,000 common shares (par 10 cents). Price—\$3. Business—The distribution of tractors and farm equipment manufactured by Kramer-Werke, a German company. Proceeds—For repayment of loans, inventory and working capital. Office—325 W. Houston Street, New York. Underwriter—Tau Inc., New York.

#### Liberian American-Swedish Minerals Co.

Sept. 14, 1961 filed \$5,871,500 of 4.167% subordinated debentures due 1985 to be offered for subscription by stockholders of International African American Corp. Latter stockholders will receive Class C rights to acquire the debentures and 176,145 of Liberian Iron Ore Ltd., parent, in units, each consisting of \$100 of debentures and 3 Liberian Iron Ore. Price—\$104 per unit. Business—The commercial exploitation of iron ore deposits in Liberia. Proceeds—For the selling stockholder. Address—Monrovia, Liberia. Underwriter—None.

#### Liberian Iron Ore Ltd.

Sept. 14, 1961 filed 436,327 capital shares to be offered for subscription by stockholders of International African American Corp. Latter stockholders will receive class A rights to acquire 40,000 capital shares on the basis of one for each 22 held; class B rights to acquire 220,182 on the basis of one for each four held; and class C rights to acquire 176,145 shares and \$5,871,500 of debentures of Liberian American-Swedish Minerals Co., subsidiary, in units, each consisting of \$100 of debentures and three Liberian Iron shares. Price—Class A—\$10; Class B—\$15.85; Class C—\$104 per unit. Proceeds—For the selling stockholder. Business—A holding company for stock of Liberian American-Swedish Minerals Co., which is engaged in the exploitation of iron ore deposits in Liberia. Address—Prince Edward Island, Canada. Underwriter—None.

#### Lido Corp. (11/13-17)

Aug. 29, 1961 ("Reg. A") 84,000 common. Price—\$3.25. Business—The manufacture of toys, games and novelties. Proceeds—For new equipment, advertising, and repayment of loans. Office—349 Rider Ave., Bronx 51, N. Y. Underwriter—Flomenhaft, Seidler & Co., Inc., N. Y.

#### Lincoln Fund, Inc. (11/20-24)

March 30, 1961 filed 951,799 shares of common stock. Price—Net asset value plus a 7% selling commission. Business—A non-diversified, open-end, management-type investment company whose primary investment objective is capital appreciation and, secondary, income derived from the sale of put and call options. Proceeds—For investment. Office—300 Main St., New Britain, Conn. Distributor—Horizon Management Corp., New York.

#### Lincoln Liberty Life Insurance Co. (11/13-17)

Sept. 15, 1961 filed 200,000 common. Price—By amendment. Business—The writing of ordinary life insurance. Proceeds—For selling stockholders. Office—1518 Milam St., Houston. Underwriter—Bache & Co., N. Y.

#### Lomart Perfected Devices, Inc.

Sept. 14, 1961 filed 100,000 common. Price—\$5. Business—The manufacture of pool filters and accessories and tools, dies, metal stampings, etc. Proceeds—For moving expenses, purchase of equipment, promotion of a new product and working capital. Office—199 Bleeker St., Brooklyn, N. Y. Underwriter—None.

#### Longs Drug Stores, Inc. (11/6-10)

Aug. 24, 1961 filed 190,000 outstanding common. Price—By amendment. Business—The company operates a chain of drug stores in California and Hawaii. Proceeds—For the selling stockholders. Office—5301 Broadway, Oakland, Calif. Underwriter—Merrill Lynch, Pierce, Fenner & Smith Inc. N. Y. C. (mgr.).

#### Lortogs, Inc. (10/23-27)

July 26, 1961 filed 200,000 common, of which 150,000 are to be offered by the company and 50,000 by the stockholders. Price—\$6.50. Business—Manufacture of children's sportswear. Proceeds—Repayment of loans; inventories; new products; working capital, and general corporate purposes. Office—85 Tenth Ave., N. Y. Underwriter—Reich & Co., N. Y.

#### Louis Sherry Preserves, Inc.

Sept. 21, 1961 filed 200,000 common. Price—\$4. Business—Manufacture of fresh fruit preserves and jellies. Proceeds—Plant expansion, advertising, repayment of debt, and working capital. Office—30-30 Northern Blvd., Long Island City, N. Y. Underwriter—Stanley Heller & Co., N. Y. Offering—Expected sometime in November.

#### Ludwig Engineering & Science

Oct. 5, 1961 filed 125,000 common. Price—By amendment. Business—Renders engineering and research services. Proceeds—For equipment, debt repayment and working capital. Office—150 E. Foodhill Blvd., Arcadia, Calif. Underwriter—Dempsey-Tegeler & Co., Inc., St. Louis. Offering—Expected in late November.

#### Lum's, Inc. (10/23)

Sept. 14, 1961 ("Reg. A") 100,000 class A common. Price—\$1. Proceeds—For expansion. Business—The operation of a specialty restaurant chain. Office—2302 Collins Ave., Miami Beach, Fla. Underwriter—Bayes, Rose & Co., Inc., N. Y.

#### Lunar Enterprises, Inc. (11/20-24)

Aug. 31, 1961 filed 125,000 common. Price—\$5.75. Business—The production of television films. Proceeds—For filming and production and working capital. Office—1501 Broadway, N. Y. Underwriter—Ehrlich, Irwin & Co., Inc., 50 Broadway, N. Y.

#### Lundy Electronics & Systems, Inc.

Sept. 19, 1961 filed 175,000 common. Price—\$4. Business—The manufacture of electronic, electro-mechanical and hydraulic systems for aircraft, missiles and space vehicles. Proceeds—For research and development, sales promotion and working capital. Office—Glen Head, N. Y. Underwriter—Michael G. Kletz & Co., Inc., N. Y.

#### Lusk Corp. (11/13-17)

Aug. 30, 1961 filed \$1,250,000 of 6½% convertible subordinated debentures due 1971, 200,000 common and 5-year warrants to purchase 50,000 common to be offered in 50 units each consisting of \$25 of debentures, 4 common and one warrant. Price—By amendment. Business—Development of residential communities. Proceeds—For working capital and general corporate purposes. Office—6910 E. Broadway, Tucson. Underwriter—Burnham & Co., N. Y. (mgr.).

#### M P I Glass Fibers, Inc.

April 27, 1961 (letter of notification) 150,000 shares of common stock (par one cent). Price—\$2 per share. Business—The manufacture of a new patented fiber glass material to be used in rocket motor cases. Proceeds—For expenses, equipment and working capital. Office—1025 Shoreham Bldg., Washington, D. C. Underwriter—To be named. Note—This company formerly was named Industrial Materials, Inc.

#### Macfadden Publications, Inc.

Sept. 28, 1961 filed \$5,300,000 of convertible subord. debentures due 1971. Price—At par. Business—Book and magazine publishing. Proceeds—Debt repayment, moving expenses and working capital. Office—205 E. 42nd St., N. Y. Underwriters—First Broad Street Corp. and Lieberbaum & Co., N. Y.

#### MacLevy Associates, Inc.

July 20, 1961 ("Reg. A") 150,000 common shares (par one cent). Price—\$2. Business—The distribution of health, exercise and slenderizing equipment. Proceeds—For repayment of loans, equipment, new products, sales promotion and advertising, plant removal and working capital. Office—189 Lexington Ave., N. Y. 16, N. Y. Underwriter—Continental Bond & Share Corp., Maplewood, N. J. Offering—Imminent.

#### Macoid Industries, Inc.

Sept. 28, 1961 filed 300,000 common, of which 100,000 are to be offered by the company and 200,000 by stockholders. Price—\$5. Business—Molding of plastic products for the automobile, electrical utility and telephone industries. Proceeds—For working capital. Office—12340 Cloverdale, Detroit. Underwriters—Charles Plohn & Co., N. Y. and Edwards & Hanly, Hempstead, N. Y.

#### Magazines For Industry, Inc. (11/1-3)

Aug. 2, 1961 filed 135,000 common shares. Price—By amendment. Business—The publishing of business periodicals. Proceeds—For promotion, a new publication and working capital. Office—660 Madison Ave., New York. Underwriter—S. D. Fuller & Co., N. Y. (mgr.).

#### Magna Pipe Line Co., Ltd. (10/23-27)

June 1, 1961 filed 750,000 common shares, of which 525,000 will be offered for sale in the U. S., and 225,000 in Canada. Price—By amendment. Business—The company plans to build and operate an underwater natural gas transmission pipeline from British Columbia to Vancouver Island and a subsidiary will build a pipeline from Bremerton to Port Angeles, Washington. Proceeds—For construction. Office—508 Credit Foncier Bldg., Vancouver, B. C. Underwriters—(In U. S.) Bear, Stearns & Co., New York. (In Canada) W. C. Pitfield & Co., Ltd., Montreal.

#### Mainco Electronics & Marine Development Corp.

Oct. 13, 1961 ("Reg. A") 75,000 common. Price—\$4. Business—Manufactures electronic marine equipment and small boats. Proceeds—Plant construction, research and development and working capital. Office—Booth Bay Harbor, Maine. Underwriter—Nance-Keith Corp., N. Y.

#### Mairs & Power Income Fund, Inc.

June 7, 1961 filed 40,000 common shares. Price—By amendment. Business—A mutual fund. Proceeds—For investment. Office—1002 First National Bank Bldg., St. Paul, Minn. Underwriter—None. Offering—In Nov.

#### Major Finance Corp.

Aug. 18, 1961 filed \$200,000 of 7% senior subordinated debentures due 1971 (with attached warrants) and 100,000 common shares to be offered in units consisting of \$100 debenture (with a warrant to purchase one common share at \$4) and 50 common shares. Price—\$300 per unit. Business—Consumer finance. Proceeds—For working capital. Office—912 Thayer Ave., Silver Spring, Md. Underwriter—Manhattan Eastern Corp., N. Y. (mgr.).

#### Malone & Hyde, Inc.

Sept. 1, 1961 filed 275,000 common, of which 100,000 are to be offered by the company and 175,000 by the stockholders. Price—By amendment. Business—The procurement, warehousing and sale of groceries, meats, produce, etc., to retail grocers. Proceeds—For working capital. Office—1700 Dunn Ave., Memphis. Underwriter—Equitable Securities Corp., Nashville (mgr.).

#### Mann Research Laboratories, Inc.

Sept. 21, 1961 ("Reg. A") 100,000 common. Price—\$3. Business—Sale of scientifically tested biochemicals and pharmaceuticals. Proceeds—For new quarters, equipment, a laboratory, inventories and working capital. Office—136 Liberty St., N. Y. Underwriter—L. D. Sherman & Co., N. Y.

#### Manson Laboratories, Inc.

Sept. 26, 1961 filed 200,000 common. Price—\$5. Business—Research and manufacture of equipment for military and industrial applications. Proceeds—Repayment of debt, equipment research and development, and working capital. Office—375 Fairfield Ave., Stamford, Conn. Underwriter—Amos Treat & Co., N. Y. Offering—In November.

#### March Dynamics Inc.

Aug. 28, 1961 filed 125,000 common. Price—\$2.50. Business—The manufacture of mechanical and electro-mechanical components. Proceeds—For equipment and working capital. Office—920 S. Oyster Bay Rd., Hicksville, N. Y. Underwriter—Paul Eisenberg & Co., N. Y. C.

#### Marks Polarized Corp.

June 27, 1961 filed 95,000 common shares. Price—By amendment. Proceeds—For expansion, acquisition of new facilities and other corporate purposes. Office—153-16 Tenth Ave., Whitestone, N. Y. Underwriters—Ross, Lyon & Co., Inc. (mgr.), Glass & Ross, Inc., and Globus, Inc., N. Y. C.

#### Marlene Industries Corp. (11/13-17)

Aug. 29, 1961 filed 225,000 common, of which 150,000 are to be offered by the company and 75,000 by stockholders. Price—\$7. Business—The manufacture of ladies' wear. Proceeds—For working capital. Office—141 W. 36th St., N.Y.C. Underwriter—Bernard M. Kahn & Co., Inc., N.Y.C.

#### Marshall Industries (10/30-11/3)

Aug. 4, 1961 filed 131,305 common. Price—By amendment. Business—The manufacture of electronic components and instruments primarily for space and missile

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applications. **Proceeds**—For repayment of debt and advances to subsidiaries. **Office**—2065 Huntington Dr., San Marino, Calif. **Underwriters**—William R. Staats & Co., Los Angeles and Shearson, Hammill & Co., N. Y. (mgr.).

#### Martin Yale Business Machines Corp.

Sept. 27, 1961 filed 100,000 common (with attached three-year warrants to purchase 40,000 shares at \$5, to be offered in units of one share and a warrant to purchase 0.4 share. **Price**—\$3.50 per unit. **Business**—Manufacture of paper cutters and trimmers, paper folding machines, photographic dark room accessories and envelope opening machines. **Proceeds**—Advertising sales, promotion, new products and working capital. **Office**—2450 Estes Ave., Elk Grove Village, Ill. **Underwriter**—Arnold Malkan & Co., Inc., N. Y.

#### Mayfield Engineering Co.

Oct. 5, 1961 ("Reg. A") 300,000 common. **Price**—\$1. **Proceeds**—For equipment, debt repayment and working capital. **Office**—330 W. Costilla St., Colorado Springs. **Underwriter**—Amos C. Sudler & Co., Denver.

#### Measurements Spectrum, Inc.

Oct. 9, 1961 ("Reg. A") 56,000 common. **Price**—At par (\$5). **Proceeds**—For equipment, debt repayment and working capital. **Office**—815 S. Fremont Ave., Alhambra, Calif. **Underwriter**—Adams & Co., Los Angeles.

#### Medex, Inc.

Sept. 27, 1961 filed 110,000 common. **Price**—By amendment. **Business**—Development and manufacture of a limited line of hospital and surgical supplies. **Proceeds**—For construction, inventory, research and working capital. **Office**—1488 Grandview Ave., Columbus, Ohio. **Underwriter**—Globus, Inc., N. Y. **Offering**—In December.

#### Meehan-Tooker Co., Inc.

Sept. 8, 1961 filed 100,000 common. **Price**—\$5. **Business**—The printing of advertising material, annual reports, booklets etc., by offset lithography. **Proceeds**—For the purchase of a high-speed press, the repayment of debt, establishment of a new department, and working capital. **Office**—170 Varick St., N. Y. **Underwriters**—Harry Odzer Co., N. Y. and Bruno-Lenchner, Inc., Pittsburgh. **Offering**—Expected sometime in December.

#### Mercury Photo Corporation (12/18-22)

Sept. 26, 1961 filed 100,000 class A. **Price**—\$5. **Business**—Processing and wholesaling of photographic film, etc. **Proceeds**—For expansion, equipment, and working capital. **Office**—275 Clinton Ave., Newark, N. Y. **Underwriter**—General Securities Co., N. Y.

#### Merit Associates, Inc.

Sept. 5, 1961 ("Reg. A") 75,000 common. **Price**—\$4. **Business**—Plastic fabrication. **Proceeds**—For debt payment, equipment, advertising and working capital. **Office**—3 Sidney Court, Lindenhurst, N. Y. **Underwriters**—M. Posey Associates Ltd., and Alkow & Co., Inc., N. Y.

#### Met Food Corp.

Aug. 25, 1961 filed 150,000 common. **Price**—\$4. **Business**—The distribution of food to retail stores in New York City. **Proceeds**—For general corporate purposes. **Office**—345 Underhill Blvd., Syosset, N. Y. **Underwriter**—Brand, Grumet & Seigel, Inc., N. Y. C. (mgr.)

#### Metal Bellows Corp.

Sept. 1, 1961 filed 140,000 common, of which 120,000 are to be offered by the company and 20,000 by a stockholder. **Price**—By amendment. **Business**—The manufacture of welded diaphragm bellows. **Proceeds**—For moving expenses, equipment, research and development, repayment of debt and working capital. **Office**—27 Mica Lane, Wellesley, Mass. **Underwriter**—Estabrook & Co., Boston.

#### Metallurgical International, Inc.

Sept. 26, 1961 filed 145,000 class A. **Price**—\$3. **Business**—Reprocessing and manufacturing of rare refractory metals. **Proceeds**—Repay debt, taxes, purchase equipment, and working capital. **Office**—174 Main Ave., Wellington, N. J. **Underwriter**—Mortimer B. Burnside & Co., N. Y.

#### Metropolitan Acceptance Corp.

Oct. 2, 1961 filed \$300,000 of 6% subordinated convertibles due 1967 and 60,000 common shares to be offered in units consisting of \$100 of debentures and 20 common shares. **Price**—\$150 per unit. **Business**—Financing of retail sales. **Proceeds**—For working capital. **Office**—5422 Western Ave., Chevy Chase, Md. **Underwriter**—R. Baruch & Co., Washington, D. C.

#### Metropolitan Telecommunications Corp.

Sept. 15, 1961 filed 240,000 common, of which 225,000 will be sold for the company and 15,000 for a stockholder. **Price**—By amendment. **Business**—The manufacture of communications equipment, transformers, filters, relays, etc. **Proceeds**—For the purchase of Grow Solvent Co., Inc., and for working capital. **Office**—Ames Court, Plainview, N. Y. **Underwriters**—M. L. Lee & Co., and Milton Blauner & Co., N. Y.

#### Micro-Lectric, Inc. (10/23-27)

June 12, 1961 ("Reg. A") 55,000 common shares (par 10 cents). **Price**—\$4. **Business**—The manufacture and design of potentiometers used in computers, ground control guidance systems and missiles. **Proceeds**—For tooling and production; repayment of loans; equipment; advertising; research and development and working capital. **Office**—19 Debevoise Avenue, Roosevelt, N. Y. **Underwriter**—Underhill Securities Corp., N. Y.

#### Micro-Precision Corp. (10/23)

July 28, 1961 ("Reg. A") 100,000 common shares (par 20 cents). **Price**—\$3. **Business**—The development and manufacture of language laboratories for the electronics educational field and the manufacture of electronic and micro-wave components. **Proceeds**—For expansion and working capital. **Office**—55 Ninth St., Brooklyn, N. Y. **Underwriters**—Manufacturers Securities Corp., New

York (managing); Bioren & Co., Boenning & Co., Philadelphia, Chace, Whiteside & Winslow, Inc., Draper, Sears & Co., and Schirmer, Atherton & Co., Boston.

#### Micron Plastics Corp.

Sept. 15, 1961 ("Reg. A") 50,000 common. **Price**—\$4. **Business**—Manufacture of plastic film. **Proceeds**—For building improvements, new equipment and working capital. **Office**—640 Dean St., Brooklyn. **Underwriter**—S. Schramm & Co., N. Y.

#### Middle Atlantic Credit Corp. (10/23)

July 27, 1961 filed \$120,000 of 6½% subordinated debentures due 1971 and 60,000 common shares to be offered in units consisting of \$200 of debentures and 100 shares of stock. **Price**—\$500 per unit. **Business**—A commercial and industrial finance company. **Proceeds**—For working capital. **Office**—1518 Walnut St., Philadelphia. **Underwriters**—R. L. Scheinman & Co., and A. W. Benkert & Co., Inc., New York.

#### Middle Atlantic Investment Co.

June 22, 1961 filed 70,000 common shares. **Price**—\$10. **Business**—An investment company. **Proceeds**—For investment and working capital. **Address**—Elkins Park, Pa. **Underwriter**—Best & Garey Co., Inc., Wash., D. C. **Offering**—Imminent.

#### Midwest Budget & Loan Corp.

Sept. 12, 1961 filed \$300,000 of 6% subordinated debentures due Aug. 1, 1973 to be offered in units of \$500 and \$1,000. **Business**—Purchasing of conditional sales contracts. **Office**—5806 W. Burleigh St., Milwaukee, Wis. **Underwriter**—The Marshall Co., Milwaukee.

#### Midwest Technical Development Corp.

July 14, 1961 filed 800,000 common shares. **Price**—By amendment. **Business**—A small business investment company. **Proceeds**—For investment. **Office**—2615 First National Bank Bldg., Minneapolis. **Underwriters**—Lee Higginson Corp., New York and Piper, Jaffray & Hopwood, Minneapolis.

#### Midwestern Financial Corp.

Aug. 28, 1961 filed 260,000 common, of which 75,000 are to be offered by the company and 185,000 by stockholders. **Price**—By amendment. **Business**—A holding company for savings and loan associations, mortgage companies, a manufacturing company, a small business investment company, etc. **Proceeds**—For repayment of debt. **Office**—2011-13th St., Boulder, Colo. **Underwriters**—Boettcher & Co. and Bosworth, Sullivan & Co., Inc., Denver (co-mgrs.)

#### Midwestern Investment Corp.

Oct. 16, 1961 filed 200,000 common. **Price**—\$2. **Business**—Company plans to engage in the commercial finance and factoring business. **Proceeds**—General corporate purposes. **Office**—1730 K St., N. W., Washington, D. C. **Underwriter**—Affiliated Underwriters, Inc.

#### Milgray Electronics, Inc.

Sept. 26, 1961 filed 166,667 common. **Price**—By amendment. **Business**—Wholesaler and distributor of electronic parts. **Office**—136 Liberty St., N. Y. **Underwriter**—Marion, Sloss & Co., Inc., N. Y.

#### Milo Components, Inc.

Aug. 15, 1961 ("Reg. A") 170,000 class A shares (par 10 cents). **Price**—\$1. **Business**—The manufacture of precision components, assemblies for aircraft, armaments, computers, floor waxers and industrial vacuum cleaners. **Proceeds**—For equipment, research and development, repayment of loans and working capital. **Office**—9 Cleveland Street, Valley Stream, N. Y. **Underwriter**—Nelson Securities, Inc., Hempstead, N. Y.

#### Miner Industries, Inc. (10/30-11/3)

Aug. 10, 1961 filed 120,000 common shares. **Price**—\$4.50. **Business**—The manufacture of toys. **Proceeds**—For new products, advertising and working capital. **Office**—430 Southern Boulevard, New York. **Underwriters**—Golkin, Bomback & Co. and Oppenheimer & Co., New York.

#### Minut Investing Corp.

Aug. 4, 1961 ("Reg. A") 28,000 shares of 80 cents cumulative, participating preferred stock (par \$1). **Price**—\$10. **Business**—An investment company. **Proceeds**—For acquisitions, working capital and general corporate purposes. **Office**—225 Broadway, New York 7, N. Y. **Underwriter**—Pine Tree Securities, Inc., N. Y.

#### Miss Eliette, Inc.

Oct. 10, 1961 filed 100,000 common. **Price**—By amendment. **Business**—Design, manufacture and distribution of women's dresses. **Proceeds**—For debt repayment, inventory and expansion. **Office**—1919 S. Los Angeles St., Los Angeles. **Underwriter**—L. F. Rossman & Co., N. Y. **Offering**—Expected in late November.

#### Miss Pat

Aug. 31, 1961 filed 100,000 outstanding common. **Price**—By amendment. **Business**—The manufacture of women's apparel. **Proceeds**—For the selling stockholders. **Office**—860 S. Los Angeles St., Los Angeles. **Underwriter**—Mitchum, Jones & Templeton, Los Angeles (mgr.).

#### Missile Systems Corp.

Sept. 11, 1961 filed 140,000 common, of which 100,000 are to be offered by the company and 40,000 by the stockholders. **Price**—By amendment. **Business**—The manufacture of electro-mechanical assemblies and systems for weapons under government contracts; furnishing data processing and documentation services; the manufacture of multi-color harness and cable assemblies, and the manufacture of commercial lighting equipment. **Proceeds**—For working capital. **Office**—9025 Wilshire Blvd., Beverly Hills, Calif. **Underwriter**—George, O'Neill & Co., Inc., N. Y. (mgr.).

#### Missile-Tronics Corp. (10/30-11/3)

May 8, 1961 (letter of notification) 151,900 shares of common stock (par 10 cents). **Price**—\$1.50 per share. **Business**—The manufacturers of technical equipment.

**Proceeds**—For payment of loans; machinery and office equipment; reduction of current liabilities; research and development and working capital. **Office**—245 4th St., Passaic, N. J. **Underwriter**—Hopkins, Calamari & Co., Inc., 26 Broadway, N. Y.

#### Missouri Fidelity Life Insurance Co.

July 14, 1961 filed 200,000 common shares. **Price**—By amendment. **Business**—A life insurance company. **Proceeds**—To be added to capital and surplus accounts. **Office**—4221 Lindell Blvd., St. Louis. **Underwriter**—A. C. Allyn & Co., Chicago (mgr.). **Offering**—Imminent.

#### Mobile Estates, Inc. (10/30-11/3)

June 27, 1961 filed 140,000 common shares. **Price**—\$6. **Proceeds**—To purchase land, construct and develop about 250 mobile home sites, form sales agencies and for working capital. **Office**—26 Dalbert, Carteret, N. J. **Underwriter**—Harry Odzer Co., New York (managing).

#### Mobile Rentals Corp.

Oct. 13, 1961 filed 215,000 common, of which 165,000 are to be offered by the company and 50,000 by a stockholder. **Price**—By amendment. **Business**—Sale and leasing of trailers. **Proceeds**—For expansion, repayment of debt, and working capital. **Office**—8472 S. Figueroa St., Los Angeles. **Underwriters**—Kleiner, Bell & Co., Beverly Hills, Calif. and Hardy & Co., N. Y.

#### Molecular Dielectrics, Inc.

Sept. 1, 1961 filed 150,000 common, of which 135,000 are to be offered by the company and 15,000 by Cardia Co. **Price**—\$5. **Business**—The manufacture of high-temperature electronic and electrical insulation materials. **Proceeds**—For equipment, a new product and working capital. **Office**—101 Clifton Blvd., Clifton, N. J. **Underwriters**—Street & Co., Inc. and Irving Weis & Co., N. Y.

#### Mon-Dak Feed Lot, Inc.

July 17, 1961 filed 150,000 common shares. **Price**—\$3. **Business**—The breeding of livestock owned by others. **Proceeds**—For drilling of water test wells, purchase of land, construction, general administrative costs and working capital. **Address**—Glendive, Mont. **Underwriter**—Wilson, Ehli, Demos, Bailey & Co., Billings, Mont.

#### Monmouth Capital Corp. (10/30-11/3)

Aug. 1, 1961 filed 200,000 shares of capital stock. **Price**—\$10. **Business**—A small business investment company. **Office**—First National Bank Bldg., Main St., Freehold, N. J. **Underwriter**—Meade & Co., New York.

#### Monmouth Electric Co., Inc. (11/6-10)

Aug. 28, 1961 filed 200,000 common, of which 125,000 are to be offered by the company and 75,000 by stockholders. **Price**—\$6. **Business**—Manufacture of electronic and electro-mechanical equipment. **Proceeds**—Machinery, repay loans and working capital. **Office**—1802 Corliss Ave., Neptune, N. J. **Underwriters**—Crutenden, Podesta & Co., Chicago and Spear, Leeds & Kellogg, N. Y.

#### Monticello Lumber & Mfg. Co., Inc.

April 11, 1961 ("Reg. A") 75,000 common. **Price**—\$4. **Business**—Sale of lumber, building supplies and hardware. **Proceeds**—To repay loans and for working capital. **Address**—Monticello, N. Y. **Underwriter**—J. Laurence & Co., Inc., N. Y.

#### Motor Coils Manufacturing Co. (10/23-27)

July 27, 1961 filed 100,000 common. **Price**—\$6.50. **Business**—Manufacture of armature, stator and field coils. **Proceeds**—Debt repayment, working capital and general corporate purposes. **Office**—110 Thirty-Second St., Pittsburgh. **Underwriter**—Golkin, Bomback & Co., N. Y.

#### Municipal Investment Trust Fund, First Pa. Series

April 28, 1961 filed \$6,375,000 (6,250 units) of interests. **Price**—To be supplied by amendment. **Business**—The fund will invest in tax-exempt bonds of the Commonwealth of Pennsylvania and its political sub-divisions. **Proceeds**—For investment. **Sponsor**—Ira Haupt & Co., 111 Broadway, N. Y. C. **Offering**—Expected in early November.

#### Municipal Investment Trust Fund, Series B

April 28, 1961 filed \$12,750,000 (12,500 units) of interests. **Price**—To be supplied by amendment. **Business**—The fund will invest in tax-exempt bonds of states, counties, municipalities and territories of the U. S. **Proceeds**—For investment. **Sponsor**—Ira Haupt & Co., 111 Broadway, New York City.

#### Murray Magnetics Corp.

Aug. 15, 1961 filed 150,000 common shares. **Price**—\$6. **Business**—The financing, exploitation and sale of a new line of electric kitchen and household appliances. **Proceeds**—For the purchase of inventory, sales promotion and working capital. **Office**—230 Fifth Ave., New York. **Underwriter**—Amos Treat & Co., Inc., N. Y. **Offering**—Sometime in November.

#### NAC Charge Plan and Northern Acceptance Corp.

June 27, 1961 filed 33,334 class A common shares. **Price**—By amendment. **Proceeds**—For working capital. **Office**—16 East Pleasant St., Baltimore, Md. **Underwriter**—Sade & Co., Washington, D. C. (mgr.). **Offering**—Imminent.

#### Nalley's, Inc.

Oct. 9, 1961 filed 210,000 common, of which 130,000 are to be offered by the company and 80,000 by stockholders. **Price**—By amendment. **Business**—The production of food products. **Proceeds**—For a new plant, leasehold and plant improvement and working capital. **Office**—3410 S. Lawrence St., Tacoma, Wash. **Underwriter**—Blyth & Co., Inc., N. Y.

#### Narrows Premium Corp.

Sept. 25, 1961 filed 100,000 common. **Price**—\$4. **Business**—Financing of casualty insurance premiums in New York State. **Proceeds**—General corporate purposes. **Office**—9805 Fourth Ave., Brooklyn, N. Y. **Underwriter**—Pearson, Murphy & Co., Inc., N. Y.

**National Bowling Lanes, Inc. (11/20-24)**

July 21, 1961 filed 150,000 capital shares. Price—\$5.50. **Business**—The operation of bowling centers. **Proceeds**—For expansion, repayment of loans, and working capital. **Office**—220 S. 16th Street, Philadelphia. **Underwriter**—Edward Lewis & Co., Inc., New York.

**National Equipment & Plastics Corp.**

Sept. 28, 1961 filed 105,000 common. Price—\$5. **Business**—Operation of a cleaning and pressing plant and affiliated stores. **Proceeds**—For debt repayment, store expansion and working capital. **Address**—Portage, Pa. **Underwriter**—Cortlandt Investing Corp., N. Y.

**National Hospital Supply Co., Inc. (11/6-10)**

June 22, 1961 ("Reg. A") 100,000 common. Price—\$3. **Business**—Distribution of medical supplies. **Proceeds**—For inventory, advertising and promotion, expansion, repayment of loans and working capital. **Office**—38 Park Row, N. Y. **Underwriters**—Edward Lewis & Co., Inc. and Underhill Securities Corp., N. Y.

**National Industries, Inc.**

Aug. 28, 1961 ("Reg. A") 50,000 common. Price—\$6. **Proceeds**—For equipment, inventory and operating expenses. **Office**—1622 Chestnut St., Philadelphia. **Underwriter**—Mayo & Co., Inc., Philadelphia.

**National Instrument Laboratories, Inc.**

Aug. 29, 1961 ("Reg. A") 100,000 capital shares. Price—\$3. **Business**—The manufacture of precision instruments. **Office**—828 Everts St., N. E., Washington 18, D. C. **Underwriter**—Troster, Singer & Co., N. Y.

**National Recreation Corp.**

Sept. 27, 1961 filed 337,500 common. Price—\$8. **Business**—Operates a national chain of bowling centers. **Proceeds**—For the acquisition of new centers, repayment of debt and for working capital. **Office**—Time and Life Bldg., N. Y. **Underwriter**—Berger-Derman, Inc., N. Y.

**National Semiconductor Corp. (11/6-10)**

May 11, 1961 filed 75,000 shares of capital stock. Price—To be supplied by amendment. **Business**—The design, development, manufacture and sale of quality transistors for military and industrial use. **Proceeds**—For new equipment, plant expansion, working capital, and other corporate purposes. **Office**—Mallory Plaza Bldg., Danbury, Conn. **Underwriters**—Lee Higginson Corp., N. Y. C. and Piper, Jaffray & Hopwood, Minneapolis (mgr.).

**National Systems Corp.**

Sept. 28, 1961 ("Reg. A") 70,000 capital. Price—\$4. **Proceeds**—For equipment, improvement of a TV repair course and working capital. **Office**—1036 S. La Brea Ave., Los Angeles. **Underwriter**—Gregory-Massari, Inc., Beverly Hills.

**National Tel-Tronics Corp.**

Sept. 11, 1961 filed 133,000 common. Price—\$3. **Business**—The manufacture of electronic components. **Proceeds**—For repayment of a loan, expansion, new products, working capital and general corporate purposes. **Office**—52 St. Casimer Ave., Yonkers, N. Y. **Underwriter**—Frank Karasik & Co., Inc., N. Y. (mgr.).

**National Union Life Insurance Co.**

Oct. 2, 1961 ("Reg. A") 100,000 capital shares to be offered for subscription by stockholders. Price—\$3. **Proceeds**—To increase capital surplus. **Office**—3053 McQueen St., Montgomery, Ala. **Underwriter**—None.

**Natpac Inc. (11/6-10)**

July 28, 1961 filed 100,000 common shares. Price—\$4.75. **Business**—The processing of meat and frozen food products; the financing, sale and servicing of home food freezers, and the operation of a supermarket. **Proceeds**—For consumer time payments, expansion, and working capital. **Office**—93-25 Rockaway Blvd., Ozone Park, N. Y. **Underwriters**—William, David & Motti, Inc., and Flomenhaft, Seidler & Co., Inc., New York.

**New Campbell Island Mines Ltd.**

Oct. 13, 1961 filed 475,000 common, of which 400,000 are to be offered by the company and 75,000 by a stockholder. Price—50c. **Business**—Exploration, development and mining. **Proceeds**—General corporate purposes. **Office**—80 Industry St., Toronto, Canada. **Underwriter**—A. C. MacPherson & Co., Toronto.

**New England Power Co. (10/25)**

Sept. 15, 1961 filed \$20,000,000 of first mortgage bonds, series I, due Nov. 1, 1991. **Proceeds**—For the repayment of short-term loans and construction. **Office**—441 Stuart St., Boston. **Underwriter**—(Competitive). Probable bidders: Halsey, Stuart & Co., Inc.; Kuhn, Loeb & Co.; Equitable Securities Corp.—Blair & Co. (jointly); Merrill Lynch, Pierce, Fenner & Smith Inc.—Kidder, Peabody & Co.—White, Weld & Co. (jointly); First Boston Corp.; Lehman Brothers. **Bids**—Expected Oct. 25 at 11 a.m. (EDST) at the company's office. **Information Meeting**—Oct. 23 at 2 p.m. (EDST) at the company's office.

**New West Land Corp.**

June 30, 1961 ("Reg. A") 200,000 common shares (par \$1). Price—\$1.50. **Proceeds**—For repayment of notes and acquisition of real estate interests. **Office**—3252 Broadway, Kansas City, Mo. **Underwriter**—Barret, Fitch, North & Co., Kansas City, Mo.

**New Zealand (Government of) (10/25)**

Sept. 26, 1961 filed \$15,000,000 of bonds due 1976. Price—By amendment. **Proceeds**—To enlarge foreign exchange reserves and for a capital works program. **Address**—c/o New Zealand Embassy, Washington, D. C. **Underwriter**—Kidder, Peabody & Co., N. Y.

**Niagara Mohawk Power Corp. (10/24)**

Sept. 27, 1961 filed \$40,000,000 of general mortgage bonds, due Nov. 1, 1991. **Proceeds**—For repayment of loans and construction. **Office**—300 Erie Blvd. West, Syracuse, N. Y. **Underwriters**—(Competitive) Probable bidders: First Boston Corp.; Morgan Stanley & Co.; Halsey, Stuart & Co. Inc. **Bids**—Oct. 24 (11 a.m. EDST) at the offices of Messrs. LeBoeuf, Lamb & Leiby, 48th floor, One Chase

Manhattan Plaza, N. Y. **Information Meeting**—Oct. 20 (11 a.m. EDST) in Room 232, 120 Broadway, N. Y.

**Niagara Mohawk Power Corp. (10/24)**

Sept. 27, 1961 filed 700,000 common. **Proceeds**—For repayment of loans and construction. **Office**—300 Erie Blvd. West, Syracuse, N. Y. **Underwriters**—(Competitive) Probable bidders: Merrill Lynch, Pierce, Fenner & Smith Inc.; Kidder, Peabody & Co.; White, Weld & Co. (jointly); Morgan, Stanley & Co.; First Boston Corp. (jointly). **Bids**—Oct. 24 (3:45 p.m. EDST) at the offices of Messrs. LeBoeuf, Lamb & Leiby, 48th floor, One Chase Manhattan Plaza, N. Y. **Information meeting**—Oct. 20 (11 a.m. EDST) in room 232, 120 Broadway, N. Y.

**North American Acceptance Corp.**

Sept. 18, 1961 filed 100,000 common. Price—\$8.50. **Business**—Automobile retail sales financing. **Proceeds**—For working capital. **Office**—66 East South Water St., Chicago. **Underwriter**—Hornblower & Weeks, N. Y.

**North Atlantic Industries, Inc.**

Sept. 26, 1961 filed 131,500 common, of which 120,000 will be sold by the company and 11,500 by a stockholder. Price—By amendment. **Business**—Manufacture of precision electronic instruments. **Proceeds**—Repayment of debt, new product development, inventory and working capital. **Office**—Terminal Dr., Plainview, N. Y. **Underwriter**—G. A. Saxton & Co., Inc., N. Y.

**North Carolina Natural Gas Corp.**

Aug. 17, 1961 filed \$2,250,000 of convertible second mortgage pipeline bonds due 1981. Price—By amendment. **Proceeds**—For repayment of loans, working capital and general corporate purposes. **Office**—Grace Fittman Bldg., Fayetteville, N. C. **Underwriters**—To be named.

**Northern Natural Gas Co.**

Sept. 8, 1961 filed 428,981 common being offered for subscription by stockholders on the basis of one for each 20 held of record Oct. 17, with rights to expire Oct. 31. Price—\$35. **Proceeds**—Repayment of debt, and construction. **Office**—2223 Dodge St., Omaha, Neb. **Underwriter**—Blyth & Co., Inc., N. Y.

**Nuclear Corp. of America (10/23-27)**

Aug. 11, 1961 filed 536,280 outstanding shares of capital stock to be offered publicly and \$2,087,800 of 5½% convertible subordinated debentures due 1976 to be offered for subscription by stockholders on the basis of \$100 of debentures for each 300 shares held. Price—(Stock) By amendment. (Debentures) At par. **Business**—The refining of rare earths and the manufacture of radiation instruments and vacuum tubes. **Proceeds**—For repayment of loans and working capital. **Office**—3540 W. Osborn Road, Phoenix. **Underwriter**—Bear, Stearns & Co., New York (managing).

**Nutri-Bio Corp.**

Oct. 17, 1961 filed 1,200,000 common. Price—\$5. **Business**—Distribution and sale of vitamins, minerals and dietary food supplements. **Proceeds**—For selling stockholders. **Office**—291 S. La Cienega Blvd., Beverly Hills, Calif. **Underwriter**—Vickers, McPherson & Warwick, Inc., N. Y.

**Nutri-Laboratories, Inc.**

Sept. 14, 1961 filed 100,000 common. Price—\$5. **Business**—The manufacture and distribution of animal foods and dog products. **Proceeds**—For marketing of "Doctor's Choice" brand, working capital and operating expenses. **Office**—1511 K St., N. W., Washington, D. C. **Underwriter**—Hirschel & Co., Silver Spring, Md.

**Oceanic Instruments, Inc. (11/6-10)**

Aug. 24, 1961 filed 140,000 common. Price—\$1. **Business**—The company plans to manufacture scientific marine instruments and provide consultation services. **Proceeds**—For organizational expenses and purchase of equipment. **Office**—1515 Norton Bldg., Seattle. **Underwriter**—Globus, Inc., N. Y.

**Old Empire, Inc. (11/1)**

May 1, 1961 filed \$800,000 of convertible subordinated debentures due 1971. Price—At par. **Business**—The manufacture, packaging and distribution of cosmetics, pharmaceuticals and household, chemical and industrial specialties. **Proceeds**—For the repayment of bank loans, property improvements and working capital. **Office**—865 Mt. Prospect Avenue, Newark, N. J. **Underwriter**—Laird, Bissell & Meeds, New York City.

**Olympia Mines, Inc.**

Sept. 1, 1961 filed 300,000 capital shares. Price—\$1.35. **Business**—The exploration and development of mines. **Proceeds**—For mining operations. **Office**—44 Court St., Brooklyn, N. Y. **Underwriter**—Gaumont Corp., Ltd., Toronto.

**Orbit Industries, Inc. (10/30-11/3)**

Aug. 22, 1961 filed 125,000 common shares. Price—\$4. **Business**—Research, development, engineering and manufacturing in the telephone, electronics and related fields. **Proceeds**—For repayment of loans, and equipment. **Office**—213 Mill St., N. E., Vienna, Va. **Underwriter**—Hodgdon & Co., Inc., Washington, D. C.

**Orbit Instrument Corp. (10/30-11/3)**

Aug. 29, 1961 filed 100,000 capital shares. Price—\$4. **Business**—Production of miniature precision electro-mechanical components. **Proceeds**—Equipment, products, expansion and repayment of loans. **Office**—131 Eileen Way, Syosset, N. Y. **Underwriter**—Hardy & Co., N. Y.

**Origina's Inc. (11/20-24)**

Aug. 29, 1961 filed 150,000 common. Price—\$9.25. **Business**—The manufacture of women's coats. **Proceeds**—For the selling stockholders. **Office**—512 Seventh Ave., N. Y. **Underwriters**—Globus, Inc., and Divine & Fishman, Inc., N. Y.

**Orion Electronics Corp.**

Aug. 28, 1961 filed 100,000 common. Price—\$3.50. **Business**—The manufacture of precision electronic sub-systems for the generation, detection and control of fre-

quencies up through the microwave region. **Proceeds**—For expansion, equipment and working capital. **Address**—Tuckahoe, N. Y. **Underwriter**—A. D. Gilhart & Co., Inc., N. Y. C.

**Osrow Products Co., Inc.**

July 28, 1961 ("Reg. A") 60,000 common shares (par 10 cents). Price—\$5. **Business**—The manufacture of car and window washing equipment. **Proceeds**—For working capital, research and development, new products and general corporate purposes. **Office**—115 Hazel Street, Glen Cove, L. I., N. Y. **Underwriter**—General Securities Co., Inc., N. Y. **Offering**—Imminent.

**Oz Publishing Corp.**

Sept. 15, 1961 filed 140,000 common. Price—By amendment. **Business**—The design, production and sale of greeting cards. **Proceeds**—For the repayment of debt, installation of additional equipment, modernization of a department and working capital. **Office**—156 Fifth Ave., N. Y. **Underwriter**—Laren Co., N. Y.

**Ozon Products, Inc.**

Sept. 28, 1961 filed 105,000 common. Price—By amendment. **Business**—Manufacture of toiletries and cosmetics. **Proceeds**—For repayment of debt and working capital. **Office**—50 Wallabout St., Brooklyn, N. Y. **Underwriter**—Carter, Berlind, Potoma & Weill, N. Y.

**PCS Data Processing, Inc.**

Oct. 6, 1961 filed 100,000 common of which 50,000 are to be offered by the company and 50,000 by stockholders. Price—\$3.75. **Business**—Furnishing of statistical information. **Proceeds**—For training personnel, new equipment, expansion and working capital. **Office**—75 W. St., N. Y. **Underwriters**—Harry Odzer Co., N. Y., and Lenchner, Covato & Co., Inc., Pittsburgh, Pa. **Offering**—Expected in December.

**P-G Products Manufacturing Co., Inc.**

Oct. 10, 1961 filed 110,055 common. Price—By amendment. **Business**—Manufactures appliance replacement parts and accessories. **Proceeds**—For debt repayment, expansion and working capital. **Office**—230 E. 162nd St., N. Y. **Underwriters**—Kahn & Peck, Cohn & Co., N. Y.

**Pacific Nutrient & Chemical Co.**

Sept. 15, 1961 filed 120,000 common. Price—\$4. **Business**—The manufacture and sale of chemical fertilizers, animal nutrients, crop seeds, insecticides, etc. **Proceeds**—For additional equipment, a new plant and working capital. **Office**—North Oak and Hazel St., Burlington, Wash. **Underwriter**—Joseph Nadler & Co., N. Y.

**Pacific States Steel Corp.**

June 21, 1961 filed 100,000 outstanding shares of capital stock (par 50 cents) to be sold by stockholders. Price—\$6. **Business**—The manufacture of steel products. **Proceeds**—For the selling stockholder. **Office**—35124 Alvarado-Niles Road, Union City, Calif. **Underwriters**—First California Co., Inc., and Schwabacher & Co., San Francisco (mgr.). **Offering**—Indefinitely postponed.

**Pakco Management & Development Co.**

Aug. 25, 1961 filed 310,000 common. Price—\$11. **Business**—The large scale production of blueberries, cranberries, etc. **Proceeds**—For repayment of loans, property improvements and general corporate purposes. **Office**—104 Bellevue Ave., Hammonton, N. J. **Underwriter**—Woodcock, Moyer, Fricke & French, Philadelphia (mgr.).

**Pako Corp. (11/20-24)**

Sept. 25, 1961 filed 150,000 common, of which 100,000 will be sold by the company and 50,000 by stockholders. Price—By amendment. **Business**—Manufacture of equipment used to process and print photographs. **Proceeds**—Working capital. **Office**—6300 Olson Hwy., Minneapolis. **Underwriter**—Paine, Webber, Jackson & Curtis, N. Y.

**Palmetto Pulp & Paper Corp.**

June 28, 1961 filed 1,000,000 common. Price—\$3.45. **Business**—The growth of timber. **Proceeds**—Working capital and the possible purchase of a mill. **Address**—Box 199, Orangeburg, S. C. **Underwriter**—Stone & Co.

**Pan-Alaska Fisheries, Inc. (11/6-10)**

July 26, 1961 filed 120,000 common. Price—By amendment. **Business**—Processing of Alaska king crab. **Proceeds**—Acquisition of fishing boats, equipment and working capital. **Office**—Dexter Horton Bldg., Seattle. **Underwriter**—Robert L. Ferman & Co., Inc., N. Y.

**Paradynamics Inc.**

Sept. 5, 1961 ("Reg. A") 100,000 common. Price—\$3. **Business**—The company will produce micro-wave test equipment and components. **Proceeds**—For equipment, advertising, research and development and working capital. **Office**—51 Urban Ave., Westbury, N. Y. **Underwriter**—Karen Securities Corp., N. Y.

**Paragon Pre-Cut Homes, Inc.**

Aug. 25, 1961 filed \$1,000,000 of 15-year sinking fund debentures due 1976 (with warrants attached) and 100,000 common to be offered in 10,000 units each consisting of 10 common and \$100 of debentures. Price—By amendment. **Business**—The packaging and direct sale of pre-cut home building materials. **Proceeds**—For repayment of loans and working capital. **Office**—499 Jericho Turnpike, Mineola, N. Y. **Underwriter**—L. F. Rothschild & Co., N. Y. C. (mgr.).

**Paramount Foam Industries**

Sept. 25, 1961 filed 137,500 common. Price—By amendment. **Business**—The manufacture of polyester foams. **Proceeds**—Additional equipment, debt repayment and working capital. **Office**—Mercer and Arnot Sts., Lodi, N. J. **Underwriters**—Fialkov & Co., Inc., and Stanley Heller & Co., N. Y.

**Pavelle Corp. (11/6-10)**

Aug. 22, 1961 filed 200,000 common shares. Price—By amendment. **Business**—Research and development in the field of color photography and the manufacture of com-

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mercial color photographic processing equipment. **Proceeds**—For expansion, research and repayment of loans. **Office**—Time & Life Bldg., Rockefeller Center, New York. **Underwriter**—Bear, Stearns & Co., New York.

**Pellegrino Aggregate Technico, Inc.**  
Aug. 10, 1961 filed 130,000 class A common shares. **Price**—\$5. **Business**—The manufacture of building materials. **Proceeds**—For payment of income taxes and loans and for working capital. **Office**—Woodbridge-Carteret Road, Port Reading, N. J. **Underwriter**—Mortimer B. Burnside & Co., Inc., New York.

★ **Penn Optical, Inc. (11/6-10)**  
Sept. 18, 1961 ("Reg. A") 100,000 capital shares. **Price**—\$3. **Business**—Development and manufacture of optical equipment and precision instruments. **Office**—2930 S. Bristol St., Costa Mesa, Calif. **Underwriter**—Francis J. Mitchell & Co., Inc., Newport Beach, Calif.

**Pennon Electronics Corp.**  
Sept. 28, 1961 ("Reg. A") 135,000 common. **Price**—\$2.20. **Business**—Manufacture of solid state electronic devices. **Proceeds**—For working capital. **Office**—7500 S. Garfield Ave., Bellgardens, Calif. **Underwriter**—Darius Inc., N. Y.

★ **Personal Property Leasing Co.**  
Oct. 13, 1961 filed \$2,000,000 of conv. subord. debentures due 1976. **Price**—By amendment. **Business**—Leasing of equipment to industrial and commercial firms. **Proceeds**—For purchase of equipment and collateral for bank credit. **Office**—6381 Hollywood Blvd., Los Angeles. **Underwriter**—Dempsey-Tegeler & Co., Inc., St. Louis.

**Philippine Oil Development Co., Inc.**  
Sept. 25, 1961 filed 95,270,181 capital shares to be offered for subscription by common stockholders on the basis of one new share for each six held of record Sept. 9. **Price**—One cent. **Business**—Exploration for oil in the Philippines. **Proceeds**—Repayment of debt and the drilling of test wells. **Office**—Manila, Philippines. **Underwriter**—None.

**Photo-Animation, Inc. (11/6-10)**  
July 26, 1961 filed 150,000 common shares. **Price**—\$1.25. **Business**—The manufacture of machines, equipment and devices used in the creation of animated motion pictures. **Proceeds**—For development of new products, repayment of loans and working capital. **Office**—34 S. West St., Mount Vernon, N. Y. **Underwriter**—First Philadelphia Corp., New York.

**Photon, Inc.**  
Aug. 24, 1961 filed \$1,785,000 of 5% convertible subordinated income debentures due 1971 to be offered for subscription by stockholders on the basis of \$100 of debentures for each 40 common held. **Price**—At par. **Business**—The manufacture of a photographic type setting machine. **Proceeds**—For repayment of a loan and working capital. **Office**—58 Charles St., Cambridge, Mass. **Underwriter**—None.

★ **Pickwick International, Inc. (10/23-27)**  
July 27, 1961 filed 100,000 common shares. **Price**—\$3. **Business**—The distribution of phonograph records. **Proceeds**—For advertising and promotion, merchandising, repayment of loans, additional personnel, working capital and other corporate purposes. **Office**—8-16 43rd Ave., Long Island City, N. Y. **Underwriter**—William, David & Mott, Inc., New York.

**Pictorial Production Inc.**  
Aug. 29, 1961 filed 149,178 common, of which 25,000 are to be offered by the company and 124,178 by stockholders. **Price**—\$10. **Business**—Research, development and production in the field of lenticular optics. **Proceeds**—For construction and equipment. **Office**—60 Kingsbridge Rd., E. Mt. Vernon, N. Y. **Underwriter**—C. E. Unterberg, Towbin Co., N. Y. C (mgr.).

**Piedmont Natural Gas Co., Inc. (10/27)**  
Sept. 14, 1961 filed 126,832 common to be offered for subscription by stockholders on the basis of one for each 10 held. **Price**—By amendment. **Proceeds**—For expansion. **Office**—523 South Tryon St., Charlotte, N. C. **Underwriter**—White, Weld & Co., N. Y.

★ **Pioneer Astro Industries, Inc.**  
July 27, 1961 filed 150,000 common. **Price**—By amendment. **Business**—Manufacture of precision machined components and assemblies for missile guidance systems. **Proceeds**—New plant, additional equipment and working capital. **Office**—7401 W. Lawrence Ave., Chicago. **Underwriter**—Francis I. du Pont & Co., N. Y. **Offering**—Expected sometime in November.

★ **Pittsburgh Steel Co. (10/26)**  
Sept. 13, 1961 filed 1,110,617 common to be offered for subscription by stockholders on the basis of 7 for each 10 held of record Oct. 26 with rights to expire about Nov. 10. **Price**—By amendment. **Proceeds**—For expansion. **Office**—1600 Grant Bldg., Pittsburgh 30, Pa. **Underwriter**—Kuhn, Loeb & Co., Inc., N. Y.

**Plastic Industries, Inc.**  
Sept. 28, 1961 ("Reg. A") 75,000 common. **Price**—\$4. **Business**—Design and manufacture of women's handbags. **Proceeds**—Debt repayment and working capital. **Office**—6700 N. W. 37th Court, Miami, Fla. **Underwriter**—Ellis Securities, Inc., Great Neck, N. Y.

**Plastiline, Inc.**  
Sept. 27, 1961 filed 100,000 common. **Price**—\$3. **Business**—Manufacture of plastic products. **Proceeds**—For new molds, inventory, repayment of loans and working capital. **Office**—1251 N. E. 48th St., Pompano Beach, Fla. **Underwriter**—Godfrey, Hamilton, Taylor & Co., Inc., N. Y.

★ **Platt Corp. (11/6-10)**  
July 26, 1961 filed 220,000 common. **Price**—\$5. **Business**—Real estate investment, management and construction. **Proceeds**—For investment in additional properties. **Of-**

**Office**—673 Fifth Ave., N. Y. **Underwriter**—First Weber Securities Corp., N. Y.

**Plymouth Discount Corp.**  
Aug. 28, 1961 ("Reg. A") 100,000 common. **Price**—\$3. **Business**—Consumer sales financing. **Proceeds**—For repayment of notes and working capital. **Office**—2211 Church Ave., Brooklyn, N. Y. **Underwriter**—M. Posey Associates, Ltd., 50 Broadway, N. Y.

★ **Policy-Matic Affiliates, Inc.**  
Oct. 16, 1961 filed 200,000 capital shares. **Price**—\$3.25. **Business**—Leasing of insurance vending machines. **Proceeds**—General corporate purposes. **Office**—1001 15th St., N. W., Washington, D. C. **Underwriter**—Balogh & Co., Inc., Washington, D. C.

**Polytron Research, Inc.**  
June 7, 1961 filed 193,750 common shares, of which 150,000 will be sold for the company and 43,750 for stockholders. **Price**—By amendment. **Business**—Research and development, engineering and production of certain electronic devices for aircraft, missiles, oscilloscopes, electronic vending machines and language teaching machines. **Proceeds**—For expansion, repayment of debt and working capital. **Office**—7326 Westmore Rd., Rockville, Md. **Underwriters**—Jones, Kreeger & Co., and Balogh & Co., Washington, D. C. (managing).

★ **Popular Library, Inc.**  
Oct. 17, 1961 filed 127,500 capital shares. **Price**—By amendment. **Business**—Publishing of paperback books and magazines. **Proceeds**—General corporate purposes. **Office**—355 Lexington Ave., N. Y. **Underwriter**—Sutro Bros. & Co., N. Y.

★ **Precision Metal Products, Inc.**  
Oct. 5, 1961 ("Reg. A") 100,000 common. **Price**—\$3. **Proceeds**—For debt repayment, inventory, equipment and working capital. **Office**—278 N. W. 27th St., Miami, Fla. **Underwriter**—Armstrong & Co., Inc., N. Y.

**Precision Microwave Corp. (11/6-10)**  
Aug. 21, 1961 filed 165,000 common shares, of which 115,000 shares are to be offered by the company and 50,000 shares by stockholders. **Price**—\$10. **Business**—The manufacture of specialized microwave components for radar, missiles and communication systems. **Proceeds**—For working capital, inventories and equipment. **Office**—Main Street, Millis, Mass. **Underwriter**—Peter Morgan & Co., New York.

**Preco Industries, Inc.**  
Aug. 25, 1961 filed 100,000 common. **Price**—\$4. **Business**—The sale of custom built swimming pools. **Proceeds**—For repayment of loans and working capital. **Office**—203 Bala Ave., Bala Cynwyd, Pa. **Underwriter**—Dean Samitas & Co., N. Y. C. (mgr.)

**President Airlines, Inc.**  
June 13, 1961 ("Reg. A") 150,000 class A common shares (par one cent). **Price**—\$2. **Business**—Air transportation of passengers and cargo. **Proceeds**—For payment of current liabilities and taxes; payment of balance on CAB certificate and working capital. **Office**—630 Fifth Avenue, Rockefeller Center, N. Y. **Underwriter**—Continental Bond & Share Corp., Maplewood, N. J. **Note**—This offering has been temporarily postponed.

**Prevor-Mayrohn International, Inc.**  
July 31, 1961 ("Reg. A") 80,000 common shares (par 10 cents). **Price**—\$3.75. **Business**—Export, import, brokerage and wholesale marketing of fruits, vegetables and poultry. **Proceeds**—For expansion, sales promotion, advances to growers, working capital and general corporate purposes. **Office**—99 Hudson Street, New York. **Underwriter**—J. J. Krieger & Co., Inc., New York.

**Pride Industries, Inc.**  
Aug. 29, 1961 filed 75,000 common. **Price**—\$5. **Business**—The sale of pet foods. **Proceeds**—For inventory, repayment of a loan, machinery, new products, advertising. **Office**—4408 Fairmount Ave., Philadelphia. **Underwriter**—Steven Investment Corp., Bala Cynwyd, Pa. **Offering**—In late November.

**Product Research of Rhode Island, Inc. (11/6-10)**  
July 28, 1961 filed 330,000 common shares. **Price**—\$2.05. **Business**—The manufacture of vinyl plastic products used in the automotive, marine and household fields. **Proceeds**—For repayment of debt, new equipment and working capital. **Office**—184 Woonasquatucket Avenue, North Providence. R. I. **Underwriter**—Continental Bond & Share Corp., Maplewood, N. J.

★ **Programming and Systems, Inc.**  
Oct. 11, 1961 filed 40,000 common. **Price**—\$3.50. **Business**—Instructs classes in computer programming and the operation of electronic data processing machines. **Proceeds**—For expansion. **Office**—45 W. 35th St., N. Y. **Underwriter**—D. M. Stuart & Co., Inc., N. Y.

**Programs For Television, Inc.**  
Aug. 29, 1961 filed 150,000 common. **Price**—By amendment. **Business**—The distribution of films for motion pictures and television. **Proceeds**—For repayment of debt and working capital. **Office**—1150 Avenue of the Americas, N. Y. **Underwriter**—To be named.

**Progressitron Corp.**  
June 9, 1961 ("Reg. A") 100,000 common shares (par 10 cents). **Price**—\$3. **Business**—Manufacturers of electronic, electro mechanical and mechanical devices. **Proceeds**—For general corporate purposes. **Office**—14-25 128th St., College Point, N. Y. **Underwriter**—Netherlands Securities Co., New York.

**Prufcoat Laboratories, Inc.**  
Sept. 25, 1961 filed 60,000 common, of which 13,000 shares are to be offered by the company and 47,000 by a stockholder. **Price**—By amendment. **Business**—Development and production of plastic-base protective coatings, paints and primers. **Proceeds**—Purchase of equipment and other corporate purposes. **Office**—63 Main St.,

Cambridge, Mass. **Underwriter**—Chace, Whiteside & Winslow, Inc., Boston.

**Publishers Co., Inc. (11/6-10)**  
Aug. 29, 1961 filed \$1,200,000 of 6% subordinated convertible debentures due 1967. **Price**—At par. **Business**—The publishing of books. **Proceeds**—For redemption of outstanding 12% debentures due 1965 and for expansion. **Office**—1106 Connecticut Ave., N.W., Washington, D.C. **Underwriter**—Roth & Co., Inc., Philadelphia.

**Publishers Vending Services, Inc.**  
July 3, 1961 filed \$600,000 of 5½% convertible subordinated debentures due 1971; 120,000 common shares which underlie 2-year first warrants exercisable at \$7.50 per share, and 120,000 common shares which underlie 5-year second warrants, exercisable at \$10 per share. The securities are to be offered for public sale in units of one \$100 debenture, 20 first warrants and 20 second warrants. **Price**—\$100 per unit. **Business**—The design, manufacture, sale and leasing of coin-operated vending machines for magazines, newspapers and paperback books. **Proceeds**—For the repayment of debt, advertising, sales promotion, and the manufacture of new machines. **Office**—1201 South Clover Drive, Minneapolis. **Underwriter**—D. H. Blair & Co., New York.

**Puerto Rico Capital Corp.**  
Sept. 13, 1961 filed 750,000 common. **Price**—\$10. **Business**—A small business investment company. **Proceeds**—For general corporate purposes. **Address**—San Juan, Puerto Rico. **Underwriter**—Hill, Darlington & Grimm, N. Y.

**Pu'p Processes Corp.**  
Sept. 20, 1961 filed 140,000 common. **Price**—\$5. **Business**—Development of pulping and bleaching devices. **Proceeds**—General corporate purposes. **Office**—Hoge Bldg., Seattle, Wash. **Underwriter**—Wilson, Johnson & Higgins, San Francisco. **Offering**—Expected in late November.

**Pulsa-Tronics, Inc.**  
Sept. 28, 1961 filed 100,000 common. **Price**—\$3.25. **Business**—The manufacture of a massaging mattress. **Proceeds**—For establishment of distributorships, purchase of materials, repayment of debt, advertising and working capital. **Office**—5913 Carrier St., N., St. Petersburg, Fla. **Underwriters**—To be named.

**Pyrometer Co. of America, Inc.**  
Sept. 26, 1961 filed 300,000 common. **Price**—By amendment. **Business**—Design and manufacture of thermocouple temperature transducers and electronic indicating and controlling instruments. **Proceeds**—To finance the purchase of Hamilton Manufacturing Co., Inc. **Office**—600 E. Lincoln Highway, Pennel, Pa. **Underwriter**—Arnold Malkan & Co., Inc., N. Y.

**Quartite Creative Corp.**  
Sept. 27, 1961 filed 100,000 common. **Price**—\$5. **Business**—Manufacture of home furnishing products. **Proceeds**—For research, new products and working capital. **Office**—34-24 Collins Place, Flushing, N. Y. **Underwriter**—Shell Associates, Inc. and Godfrey, Hamilton, Taylor & Co., N. Y.

**Quit-Chek Electronics & Photo Corp.**  
Sept. 28, 1961 filed 110,000 common, of which 70,000 shares are to be offered by the company and 40,000 by stockholders. **Price**—\$10. **Business**—Manufacture of self-service tube testers and the sale of television, radio and high fidelity receiving tubes. **Proceeds**—For debt repayment and working capital. **Office**—5212 Pulaski Ave., Philadelphia. **Underwriter**—J. R. Williston & Beane, N. Y. **Offering**—Expected sometime in December.

**Rabin-Winters Corp.**  
June 19, 1961 filed 180,000 common shares of which 80,000 shares are to be offered by the company and 100,000 shares by stockholders. **Price**—By amendment. **Business**—The manufacturer of pharmaceuticals, cosmetics, lighter fluid and related items. **Proceeds**—To repay loans and for working capital. **Office**—700 N. Sepulveda Blvd., El Segundo, Calif. **Underwriter**—To be named.

★ **Racing, Inc.**  
Oct. 16, 1961 filed 1,250,000 common. **Price**—Up to \$4. **Business**—Company plans to build and operate an automobile racing center. **Proceeds**—General corporate purposes. **Office**—21 N. 7th St., Stroudsburg, Pa. **Underwriter**—None.

**Radar Design Corp.**  
Sept. 22, 1961 ("Reg. A") 25,000 common. **Price**—At-the-market. **Business**—Manufacture of electronic products. **Proceeds**—For acquisition of a laboratory, equipment and working capital. **Office**—104 Pickard Dr., Syracuse, N. Y. **Underwriters**—Bertner Bros., N. Y.; Earl Edden Co., Rockville Centre, N. Y. and Max Philipson & Co., Inc., Utica, N. Y.

**Ragen Precision Industries, Inc.**  
Aug. 31, 1961 filed 100,000 common. **Price**—By amendment. **Business**—The manufacture of precision parts, components, assemblies and subassemblies for the business machine, electronic and aircraft industries. **Proceeds**—For equipment, repayment of loans and general corporate purposes. **Office**—9 Porette Ave., North Arlington, N. J. **Underwriter**—Marron, Sloos & Co., Inc., N. Y. (mgr.).

**Rainbow Photo Laboratories, Inc.**  
Sept. 28, 1961 filed 150,000 common. **Price**—By amendment. **Business**—Processing of film and distributing of photographic equipment. **Proceeds**—For moving expenses, expansion, advertising and promotion, repayment of debt and working capital. **Office**—29-14 Northern Blvd., Long Island City, N. Y. **Underwriter**—Rodetsky, Walker & Co., Inc., Jersey City.

★ **Rantec Corp.**  
Oct. 16, 1961 filed 100,000 common, of which 50,000 are to be offered by the company and 50,000 by stockholders. **Price**—By amendment. **Business**—Design, development and manufacture of microwave components. **Pro-**

ceeds—General corporate purposes. Office—23999 Ventura Blvd., Calabasas, Calif. Underwriter—Blyth & Co., Inc., N. Y.

#### Raritan Plastics Corp.

Sept. 28, 1961 filed 100,000 class A common. Price—\$5. Business—Extrusion of plastic sheets. Proceeds—Equipment, debt repayment and working capital. Office—1 Raritan Rd., Oakland, N. J. Underwriter—Gianis & Co., Inc., N. Y.

#### Raymond Engineering Laboratory, Inc.

(10/30-11/3)

Aug. 15, 1961 filed 100,000 common shares, of which 50,000 shares are to be offered by the company and 50,000 shares by stockholders. Price—By amendment. Business—The manufacture of timing devices, accelerometers and related equipment for missiles, satellites and space vehicles. Proceeds—For repayment of loans, equipment, and working capital. Office—Smith Street, Middletown, Conn. Underwriter—Lee Higginson Corp., New York

#### Real Estate Fund, Inc.

Sept. 28, 1961 ("Reg. A") 14,634 units each consisting of seven common shares and one 20-year 6% convertible subordinated debenture. Price—\$20.50 per unit. Business—Development and operation of shopping centers and other properties. Proceeds—General corporate purposes. Address—Greenville, S. C. Underwriter—McCarley & Co., Inc., Asheville, N. C.

#### Realtone Electronics Corp.

Aug. 16, 1961 filed 100,000 common shares. Price—\$4. Business—The marketing of transistorized radios and related equipment. Proceeds—Repayment of loans and general corporate purposes. Office—71 Fifth Ave., New York. Underwriter—Lieberbaum & Co., N. Y. Offering—Expected in late November.

#### Realty Equities Corp. of New York

Sept. 28, 1961 filed \$2,126,800 of subord. debentures due 1971 (with warrants attached) to be offered for subscription by stockholders in 16,758 units, each consisting of \$100 of debentures and a warrant to purchase 12.5 shares on the basis of one unit for each 20 shares held. Price—\$100 per unit. Business—General real estate and construction. Proceeds—General corporate purposes. Office—666 Fifth Ave., N. Y. Underwriter—Sutro Bros. & Co., New York.

#### Recreation Associates, Inc.

Aug. 14, 1961 filed 100,000 class A common. Price—\$3. Business—The operation of a bowling center. Proceeds—For working capital. Office—8905 Columbia Pike, Falls Church, Va. Underwriter—None.

#### Red Rope Stationery Industries, Inc.

Aug. 23, 1961 filed 160,000 common. Price—\$3.50. Business—The manufacture of stationery supplies. Proceeds—For working capital, equipment, expansion and repayment of debt. Office—70 Washington St., Brooklyn, N. Y. Underwriter—George, O'Neill & Co., Inc., N. Y. (mgr.).

#### Red Wing Fiberglass Products, Inc.

July 28, 1961 ("Reg. A") 260,000 common. Price—\$1.15. Proceeds—Debt repayment, building improvements, equipment, research and development, and working capital. Office—Industrial Park, Red Wing, Minn. Underwriter—York & Mavroulis, Minneapolis.

#### Regal Homes, Inc. (10/23-27)

Aug. 15, 1961 filed 51,000 capital shares. Price—\$12. Business—For construction and sale of "shell" homes and mortgage financing. Proceeds—For working capital. Address—Hopkinsville, Ky. Underwriter—J. J. B. Hilliard & Sons, Louisville.

#### Reher Simmons Research Inc.

May 8, 1961 filed 150,000 shares of capital stock. Price—\$6 per share. Business—The research and development of processes in the field of surface and biochemistry. Proceeds—For plant construction, equipment, research and development, sales promotion and working capital. Office—545 Broad St., Bridgeport, Conn. Underwriter—McLaughlin, Kaufmann & Co. (mgr.). Offering—Expected in November.

#### Rexach Construction Co., Inc. (11/6-10)

July 28, 1961 filed 200,000 common. Price—\$10. Business—Construction of highways, buildings and homes. Proceeds—For repayment of a loan, purchase of stock in Puerto Rico Aggregates Co., and working capital. Address—San Juan, Puerto Rico. Underwriters—P. W. Brooks & Co., Inc., New York and CIA Financiera de Inversiones, Inc., San Juan (mgr.).

#### Ro Ko, Inc. (10/30-11/3)

Aug. 7, 1961 filed 120,000 class A common shares. Price—\$5. Business—The manufacture of stuffed toys. Proceeds—For down payments on the purchase of buildings, equipment and expansion. Office—3115 E. 12th St., Kansas City, Mo. Underwriters—Midland Securities Co., Inc., and George K. Baum & Co., Kansas City, Mo. (mgr.)

★ **Rochester Gas and Electric Corporation (11/14)**  
Oct. 12, 1961 filed \$15,000,000 of first mortgage bonds, series T, due Nov. 15, 1991. Proceeds—For construction. Underwriters—(Competitive). Probable bidders: Halsey, Stuart & Co. Inc.; Kidder, Peabody & Co.-White, Weld & Co.-Shields & Co. (jointly); Kuhn, Loeb & Co.; Salomon Brothers & Hutzler-Eastman Dillon, Union Securities & Co.-Equitable Securities Corp. (jointly); Blyth & Co., Inc.-First Boston Corp. Bids—Expected Nov. 14 at 11 a.m. (EST).

#### Rocket Power, Inc. (11/20-24)

Sept. 20, 1961 filed 200,000 common. Price—By amendment. Business—Development and manufacture of solid propellants, rocket motors, rocket catapults and related products. Proceeds—To repay debt. Office—Falcon Field, Mesa, Ariz. Underwriters—Paine, Webber, Jackson & Curtis and Prescott & Co., N. Y.

#### Rodale Electronics, Inc.

Sept. 29, 1961 ("Reg. A") 60,000 common. Price—\$5.

Business—Manufacture of electronic equipment. Proceeds—Debt repayment, new products, equipment, sales promotion and advertising. Office—562 Grand Blvd., Westbury, N.Y. Underwriter—Charles Plohn & Co., N.Y.

#### Rodney Metals, Inc.

June 30, 1961 filed 140,000 common shares. Price—\$10. Proceeds—For the repayment of debt and other corporate purposes. Office—261 Fifth Ave., New York. Underwriter—To be named.

#### Roph Associates, Inc.

Aug. 10, 1961 ("Reg. A") 75,000 common shares (par five cents). Price—\$4. Business—The sale of freezers and food plans. Proceeds—For inventory, a food dept, advertising and promotion and general corporate purposes. Office—300 Northern Boulevard, Great Neck, N. Y. Underwriter—To be named.

#### Royal Land & Development Corp.

Aug. 2, 1961 filed 2,000,000 class A common shares. Price—\$1. Business—General real estate and construction. Proceeds—For construction and general corporate purposes. Office—400 Stanley Ave., Brooklyn, N. Y. Underwriter—Lieberbaum & Co., N. Y. (mgr.). Offering—Expected sometime in December.

#### Rozilda Laboratories, Inc.

Sept. 18, 1961 filed 90,000 class A capital shares. Price—\$3. Business—The manufacture and sale of organic chemicals to industrial and commercial users. Proceeds—For expansion and working capital. Office—814 Madison St., Hoboken, N. J. Underwriters—State Securities Corp., Washington, D. C. and Bayes, Rose & Co., N. Y.

#### Rubber & Fibre Chemical Corp. (12/20)

Sept. 25, 1961 filed 120,000 common. Price—\$5. Business—Exploitation of a new process for reclaiming vulcanized rubber. Proceeds—Purchase of equipment and existing plant building, repayment of debt, and working capital. Office—300 Butler St., Brooklyn, N. Y. Underwriter—Armstrong & Co., Inc., N. Y.

#### Russ Togs, Inc. (11/6-10)

Oct. 3, 1961 filed 107,571 outstanding class A shares to be offered for subscription by stockholders. Price—By amendment. Business—Manufacture of women's sportswear. Proceeds—For selling stockholders. Office—1372 Broadway, N. Y. Underwriter—Shearson, Hammill & Co., N. Y.

#### S. O. S. Photo-Cine-Optics, Inc. (10/23-27)

June 29, 1961 filed \$50,000 of 6% subordinated debentures due 1969 and 50,000 common shares to be offered in units consisting of \$10 of debentures and 10 common shares. Price—\$40 per unit. Business—The manufacturing, renting and distributing of motion picture and television production equipment. Proceeds—For new equipment, advertising, research and development, working capital and other corporate purposes. Office—602 W. 52nd St., New York. Underwriter—William, David & Mott, Inc., N. Y.

#### Sabre, Inc.

Sept. 25, 1961 ("Reg. A") 50,000 common. Price—\$2. Business—Manufacture of pre-painted aluminum siding and accessories. Proceeds—For inventory, dies, inventory equipment and working capital. Office—4990 E. Asbury, Denver. Underwriter—Schmidt, Sharp, McCabe & Co., Inc., Denver.

#### Saegertown Glassee's, Inc.

Sept. 27, 1961 filed 210,500 common, of which 100,000 are to be offered by the company and 110,500 by stockholders. Price—By amendment. Business—Manufacture of electronic parts, including diodes and rectifiers. Proceeds—For general corporate purposes. Office—South Main St., Saegertown, Pa. Underwriter—Carl M. Loeb, Rhoades & Co., N. Y.

#### Sav-Mor Oil Corp. (11/27-30)

July 5, 1961 ("Reg. A") 92,000 common shares (par one cent). Price—\$2.50. Business—Wholesale distribution of gasoline and oil to service stations. Proceeds—For expansion. Office—151 Birchwood Park Dr., Jericho, L. I., N. Y. Underwriter—Armstrong & Co., Inc., New York.

#### Save-Tax Club, Inc. (10/23-27)

July 6, 1961 ("Reg. A") 150,000 common. Price—\$2. Business—A plan to stimulate retail merchandising in New York City. Retail establishments who join the plan will give 3% discounts to members of the Save-Tax Club. Proceeds—For salaries to salesmen, advertising, public relations, additional employees, and working capital. Office—135 W. 52nd St., N. Y. Underwriter—B. G. Harris & Co., Inc., N. Y.

#### Savin Business Machines Corp.

Sept. 28, 1961 filed 150,000 common. Price—\$10. Business—Distribution of products for use in photocopy machines. Proceeds—For initial production of xerographic machines, additional equipment, expansion and working capital. Office—161 Ave. of the Americas, N. Y. Underwriter—Ira Haupt & Co., N. Y.

#### Saxton Products, Inc.

Aug. 28, 1961 ("Reg. A") 80,000 common. Price—\$3.75. Business—The manufacture of wires and cables. Proceeds—For repayment of indebtedness, equipment, advertising, inventory and general corporate purposes. Office—4320-26 Park Ave., Bronx 57, N. Y. Underwriter—Stern, Zeiff & Co., Inc., N. Y.

#### Science Research Associates, Inc.

Sept. 22, 1961 filed 150,040 common, of which 100,000 shares are to be offered by the company and 50,040 shares by stockholders. Price—By amendment. Business—Publication of standardized intelligence, aptitude, and achievement tests, and instructional materials for schools. Proceeds—For repayment of debt, redemption of 6% preferred stock and working capital. Office—259 E. Erie St., Chicago. Underwriters—White, Weld & Co., N. Y. and William Blair & Co., Chicago.

#### Seashore Food Products, Inc.

Aug. 29, 1961 ("Reg. A") 75,000 common. Price—\$4. Business—The manufacturing and processing of assorted food products. Office—13480 Cairo Lane, Opa Locka, Fla. Underwriter—Ehrlich, Irwin & Co., Inc., N. Y.

#### Sea-Wide Electronics, Inc.

Sept. 26, 1961 filed 200,000 common. Price—\$4. Business—Importing of goods from Japan. Proceeds—For debt repayment. Office—Stokely St., and Roberts Ave., Philadelphia, Pa. Underwriter—Amos Treat & Co., N. Y.

#### Securities Acceptance Corp.

Aug. 29, 1961 ("Reg. A") 10,000 shares of 5% cumulative preferred. Price—At par (\$25). Business—A consumer finance company. Office—304 S. 18th St., Omaha. Underwriters—First Trust Co. of Lincoln, Neb., Storz-Wachob-Bender Co., Omaha and Crutenden, Podesta & Co., Chicago. Note—This letter was withdrawn.

#### Security Acceptance Corp.

March 7, 1961 filed 100,000 shares of class A common stock and \$400,000 of 7½% 10-year debenture bonds, to be offered in units consisting of \$100 of debentures and 25 shares of stock. Price—\$200 per unit. Business—The purchase of conditional sales contracts on home appliances. Proceeds—For working capital and expansion. Office—724 9th St., N. W., Washington, D. C. Underwriter—None.

#### Security Group, Inc.

Oct. 3, 1961 ("Reg. A") 272,700 common. Price—\$1.10. Proceeds—General corporate purposes. Office—1020 E. Wendover Ave., Greensboro, N. C. Underwriter—Allied Securities Corp., Greensboro, N. C.

#### Seg Electronics Co., Inc.

Sept. 28, 1961 filed 110,000 common. Price—By amendment. Business—Design and manufacture of networks for data and program transmission, filters, transceivers and related electronic equipment. Proceeds—For equipment, research and development, repayment of loans and working capital. Office—12 Hinsdale St., Brooklyn. Underwriter—Searight, Ahalt & O'Connor, Inc., N. Y.

#### Self-Service Shoes, Inc.

Sept. 19, 1961 ("Reg. A") 300,000 common. Price—\$1. Business—Retailing of shoes on a self-service basis. Office—504 N. Grand, Pueblo, Colo. Underwriter—Amos C. Sudler & Co., Denver, Colo.

#### Sel-Rex Corp. (12/5)

Sept. 27, 1961 filed 200,000 common, of which 33,000 will be sold by the company and 167,000 by a stockholder. Price—By amendment. Business—Production of gold compounds and chemicals for electroplating. Office—Nuttley, N. J. Underwriter—Eastman Dillon, Union Securities & Co., N. Y.

#### Semicon, Inc. (10/23-27)

June 30, 1961 filed 125,000 class A common shares. Price—By amendment. Business—The manufacture of semiconductor devices for military, industrial and commercial use. Proceeds—For equipment, plant expansion and new products. Address—Sweetwater Avenue, Bedford, Mass. Underwriter—S. D. Fuller & Co., New York (managing).

#### Servonuclear Corp.

Sept. 12, 1961 ("Reg. A") 100,000 common. Price—\$2. Business—Manufacture of medical electronic products. Proceeds—For plant relocation, equipment, inventory, new products, debt repayment and working capital. Office—28-21 Astoria Blvd., Astoria, L. I., N. Y. Underwriter—Herman & Diamond, N. Y.

#### Servotron Corp.

Sept. 25, 1961 filed 100,000 common. Price—\$5. Business—Sale of automatic film processing machines and other electronic products. Proceeds—Purchase of equipment and inventory, sales promotion, research and development, and working capital. Office—29503 West Nine Mile Rd., Farmington, Mich. Underwriter—None.

#### Sessions Co.

Sept. 8, 1961 ("Reg. A") 245,000 common. Price—\$1.15. Business—Operation of a management consulting and engineering services firm. Office—2012 First National Bldg., Minneapolis. Underwriter—Midwest Planned Investments, Inc., Minneapolis.

#### Sexton (John) & Co.

Sept. 27, 1961 filed 70,000 common. Price—By amendment. Business—Distributes food products to restaurants, hotels, schools, etc. Proceeds—For selling stockholders. Office—4700 S. Kilbourn Ave., Chicago. Underwriter—Hornblower & Weeks, N. Y. Offering—In Nov.

#### Shaeer Shoe Corp.

Sept. 18, 1961 filed 225,000 common. Price—By amendment. Business—The manufacture and sale of women's shoes. Proceeds—For the selling stockholders. Office—Canal and Dow St., Manchester, N. H. Underwriter—Dean Witter & Co., San Francisco.

#### Shasta Minerals & Chemical Co.

April 24, 1961 filed 500,000 shares of common stock. Price—\$2.50 per share. Business—Acquisition, development, and exploration of mining properties. Proceeds—For general corporate purposes. Office—1406 Walker Bank Bldg., Salt Lake City, Utah. Underwriter—None. Offering—Expected sometime in November.

#### Siconor Mines Ltd.

Sept. 18, 1961 filed 250,000 common. Price—By amendment. Business—The exploratory search for silver in northern Ontario. Proceeds—For general corporate purposes. Office—62 Richmond St., West, Toronto, Canada. Underwriter—None.

#### Sierra Capital Co.

Sept. 5, 1961 filed 1,000,000 capital shares. Price—By amendment. Business—A small business investment company. Proceeds—For general corporate purposes. Office—

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—105 Montgomery St., San Francisco. Underwriter—C. E. Unterberg, Towbin Co., N. Y.

#### Site-Fab, Inc.

Aug. 21, 1961 ("Reg. A") 100,000 common (par 10c). Price—\$3. Proceeds—For purchase and improvement of land, promotion and development and working capital. Office—901 Market St., Wilmington, Del. Underwriter—H. P. Black & Co., Inc., Washington, D. C.

#### Small Business Investment Co. of New York, Inc.

Aug. 22, 1961 filed 875,000 common shares. Price—By amendment. Business—A small business investment company. Proceeds—For investment in and loans to small business. Office—40 Beaver St., Albany, N. Y. Underwriter—Dillon, Read & Co., Inc., New York.

#### Sokol Brothers Furniture Co., Inc.

Sept. 28, 1961 filed 240,000 common. Price—\$2.50. Business—The installment retailing of furniture, appliances and other household goods. Proceeds—For expansion and modernization of buildings, repayment of debt and working capital. Office—253 Columbia St., Brooklyn, N. Y. Underwriter—Continental Bond & Share Corp., Maplewood, N. J.

#### Southbridge Plastic Products Inc.

Sept. 28, 1961 filed 205,710 class A shares. Price—By amendment. Business—Manufacture of vinyl sheetings. Proceeds—For equipment and working capital. Office—241 Church St., N. Y. Underwriters—H. Hentz & Co. and Allen & Co., N. Y. Offering—Expected in December.

#### Southern Diversified Industries, Inc.

Aug. 8, 1961 filed 250,000 common shares. Price—\$5.50. Business—The purchase, inventorying and wholesale distribution of roofing materials, sheet metal products and heating and air conditioning accessories. Proceeds—For repayment of debt, purchase of merchandise and operating expenses. Office—3690 Northwest 62nd St., Miami, Fla. Underwriter—Netherlands Securities Co., Inc., New York.

#### Southern Frontier Finance Co.

Sept. 22, 1961 filed \$1,000,000 of sinking fund subordinated debentures due 1976 with warrants to purchase 200,000 shares of common stock, to be offered in units consisting of \$100 of debentures with a warrant to purchase 20 common shares. Price—By amendment. Business—Repurchase of mortgage notes, contracts, leases, etc. Proceeds—Repayment to debt, investments and other corporate purposes. Office—615 Hillsboro St., Raleigh, N. C. Underwriter—J. C. Wheat & Co., Richmond, Va.

#### Southern Growth Industries, Inc. (10/23-27)

June 28, 1961 filed 100,000 common shares. Price—\$8. Business—A small business investment company. Proceeds—For investment. Office—Poinsett Hotel Building, Greenville, S. C. Underwriter—Capital Securities Corp., Greenville, S. C.

#### Southern Realty & Utilities Corp. (10/30-11/3)

May 26, 1961 filed \$3,140,000 of 6% convertible debentures due 1976, with warrants to purchase 31,400 common shares, to be offered for public sale in units of \$500 of debentures and warrants for five common shares. Price—At 100% of principal amount. Business—The development of unimproved land in Florida. Proceeds—For the repayment of debt, the development of property, working capital and other corporate purposes. Office—1674 Meridian Avenue, Miami Beach, Fla. Underwriters—Hirsch & Co., and Lee Higginson Corp., both of New York City (managing).

#### Southern Syndicate, Inc.

Sept. 13, 1961 filed 300,000 common. Price—By amendment. Business—Real estate investment. Proceeds—For repayment of loans and working capital. Office—2501 Bank of Georgia Bldg., Atlanta. Underwriter—Johnson, Lane, Space Corp., Savannah.

#### ★ Southwest Factories, Inc.

Oct. 10, 1961 ("Reg. A") 100,000 capital shares. Price—\$3. Proceeds—For debt repayment, equipment, research and development and general corporate purposes. Office—1432 W. Main St., Oklahoma City, Okla. Underwriter—Best & Garey Co., Inc., Washington, D. C.

#### ★ Southwestern Research & Development Co.

Aug. 28, 1961 filed 600,000 common. Price—\$10. Business—A business investment company. Proceeds—For investments. Office—1101 N. First St., Phoenix. Underwriter—Wilson, Johnson & Higgins, San Francisco (mgr). Offering—Expected in November.

#### Space Age Materials Corp. (SAMCO) (11/20)

Sept. 19, 1961 ("Reg. A") 100,000 common. Price—\$3. Business—The manufacture of high temperature materials for the space, nuclear and missile fields, and components used in the communications field. Proceeds—For equipment, research and development, and working capital. Office—31-26 Greenpoint Avenue, Long Island City, N. Y. Underwriter—Manufacturers Securities Corp., 511 5th Ave., N. Y. Offering—Expected late Nov.

#### Spectron, Inc.

June 9, 1961 filed 83,750 class A common. Price—\$4.50. Business—Design, development and manufacture of electronic systems, instruments and equipment, including microwave, radar and underwater communication devices. Proceeds—For purchase of equipment, plant expansion, patent development and general corporate purposes. Office—812 Ainsley Bldg., Miami, Fla. Underwriter—Hampstead Investing Corp., N. Y. Offering—Imminent.

#### ★ Standard Industries, Inc.

Oct. 13, 1961 filed 210,000 common, of which 183,000 are to be offered by the company and 27,000 by a stockholder. Price—By amendment. Business—Production of crushed limestone, gravel, and ready-mix concrete

and construction of highways, etc. Proceeds—General corporate purposes. Office—731 Mayo Bldg., Tulsa, Okla. Underwriter—Allen & Co., N. Y.

#### ★ Star Homes, Inc.

June 28, 1961 filed \$500,000 7% subordinated debentures due 1971 and 200,000 common shares to be offered in units, each unit consisting of \$50 of debentures and 20 common shares. Price—\$100 per unit. Business—The construction and sale of shell homes. Proceeds—For repayment of loans, advances to a subsidiary, establishment of branch sales offices and working capital. Office—336 S. Salisbury Street, Raleigh, N. C. Underwriter—D. E. Liederman & Co., Inc., New York (managing). Offering—Expected in mid-November.

#### Star Industries, Inc. (10/30-11/3)

Aug. 23, 1961 filed 415,576 class A, of which 103,894 are to be offered by the company and 311,682 by stockholders. Price—By amendment. Business—A wholesale liquor distributor. Proceeds—For repayment of loans and working capital. Office—31-10 48th Ave., Long Island City, N. Y. Underwriters—Lee Higginson Corp. and H. Hentz & Co. (co-mgrs.).

#### ★ Steel Plant Equipment Corp.

Oct. 2, 1961 ("Reg. A") 100,000 common. Price—\$3. Proceeds—For equipment and working capital. Address—Norristown, Pa. Underwriter—Joseph W. Hurley & Co., Norristown, Pa.

#### Sterile Medical Products, Inc.

Aug. 29, 1961 ("Reg. A") 120,000 common. Price—\$2.50. Business—The manufacture and sharpening of scalpels. Proceeds—For expansion and the manufacture of scalpels. Office—434 Bucklewee Ave., Jamesburg, N. J. Underwriter—Louis R. Dreyling & Co., Inc., New Brunswick, N. J.

#### Sterling Extruder Corp.

Sept. 12, 1961 filed 90,000 common, of which 20,000 are to be offered by the company and 70,000 by the stockholders. Price—By amendment. Business—The manufacture of plastic extrusion machinery and auxiliary equipment. Proceeds—For working capital. Office—1537 W. Elizabeth Ave., Linden, N. J. Underwriter—Marron, Sloss & Co., N. Y.

#### Super Valu Stores, Inc.

Oct. 11, 1961 filed 115,000 common. Price—By amendment. Business—Distributes food and associated products to franchised retail stores. Proceeds—Debt repayment, inventory, expansion and other corporate purposes. Office—101 Jefferson Ave., Hopkins, Minn. Underwriters—White, Weld & Co., Inc., N. Y., and J. M. Dain & Co., Inc., Minneapolis.

#### Superior Industries Corp.

Aug. 29, 1961 filed 125,000 common. Price—\$4. Business—The manufacture of folding pool tables, table tennis tables and related accessories. Proceeds—For general corporate purposes. Office—520 Coster St., Bronx, N. Y. Underwriter—Brand, Grumet & Seigel, Inc., N.Y. (mgr.).

#### Supronics Corp. (10/30-11/3)

May 29, 1961 filed 90,000 shares of common stock. Price—To be supplied by amendment. Business—The company is engaged in the distribution of wholesale electrical equipment and supplies. Proceeds—For the repayment of bank loans and other corporate purposes. Office—224 Washington St., Perth Amboy, N. J. Underwriters—Amos Treat & Co., Inc., and Standard Securities Corp., both of New York City and Bruno-Lenchner, Inc., Pittsburgh, Pa.

#### Susan Crane Packaging, Inc.

Aug. 28, 1961 filed 150,000 common. Price—By amendment. Business—The manufacture of gift wrap, packaging materials and greeting cards. Proceeds—For repayment of loans, expansion, working capital and general corporate purposes. Office—8107 Chancellor Row, Dallas. Underwriter—C. E. Unterberg, Towbin Co., N. Y. C.

#### Swift Homes, Inc. (11/29)

Sept. 15, 1961 filed 240,000 common, of which 80,000 will be sold by the company and 160,000 by stockholders. Price—By amendment. Business—The manufacture, sale and financing of factory-built homes. Proceeds—To expand credit sales and open new sales offices. Address—1 Chicago Ave., Elizabeth, Pa. Underwriter—Eastman Dillon, Union Securities & Co., N. Y.

#### Taddeo Construction & Leasing Corp.

March 31, 1961 filed 320,000 common. Price—\$5. Business—The construction of bowling centers. Proceeds—For purchase of land and working capital. Office—873 Merchants Rd., Rochester, N. Y. Underwriters—N. A. Hart & Co., and Darius, Inc. (co-mgrs.). Note—This company was formerly named Taddeo Bowling & Leasing Corp.

#### Tasty Baking Co.

Aug. 31, 1961 filed 100,000 class A common (non-voting). Price—By amendment. Business—The manufacture of packaged bakery products. Proceeds—For the selling stockholders. Office—2801 Hunting Park Ave., Philadelphia. Underwriter—Drexel & Co., Philadelphia.

#### Tax-Exempt Public Bond Trust Fund, Series 2

Feb. 23, 1961 filed \$10,000,000 (100,000 units) ownership certificates. Price—To be filed by amendment. Business—The fund will invest in interest bearing obligations of states, counties, municipalities and territories of the U. S., and political subdivisions thereof which are believed to be exempted from Federal income taxes. Proceeds—For investment. Office—135 South La Salle Street, Chicago. Sponsor—John Nuveen & Co., Chicago.

#### ★ Tech Serv, Inc.

Sept. 29, 1961 ("Reg. A") 75,000 common. Price—\$3. Proceeds—For debt repayment, advertising, equipment and working capital. Office—4911 College Ave., College Park, Md. Underwriter—Switzer & Co., Silver Spring, Md.

#### Technifoam Corp.

Aug. 14, 1961 filed 110,000 common shares. Price—\$8. Business—The manufacture of machinery for producing polyurethane foam. Proceeds—For repayment of loans, equipment, foreign investments and working capital. Office—717 Fifth Avenue, New York. Underwriter—Stearns & Co., N. Y. (mgr.).

#### Techno-Vending Corp. (10/30-11/3)

June 9, 1961 ("Reg. A") 100,000 class A common. Price—\$3. Business—Manufacture of coin-operated vending machines. Proceeds—Repayment of loans; sales promotion and advertising; expansion; purchase of raw materials; research and development, and working capital. Office—599 Tenth Ave., N. Y. Underwriter—International Services Corp., Paterson, N. J.

#### ★ Tele-Communications Corp.

Sept. 29, 1961 ("Reg. A") 100,000 class A common. Price—\$3. Proceeds—For debt repayment, advertising, research and development, plant improvement and working capital. Office—41 E. 42nd St., N. Y. Underwriter—Edward Lewis Co., Inc., N. Y.

#### Telecredit, Inc. (11/6-10)

July 24, 1961 filed 155,000 common shares. Price—\$1. Business—The development of high-speed electronic data processing systems. Proceeds—For organizational expenses, establishment of service centers and reserves. Office—100 W. 10th Street, Wilmington, Del. Underwriter—Globus, Inc., N. Y. (mgr.).

#### Teeregister Corp.

Sept. 1, 1961 filed 280,000 common. Price—By amendment. Business—The furnishing of data processing, dissemination and display services. Proceeds—For the selling stockholders. Office—445 Fairfield Ave., Stamford. Underwriter—Ladenburg, Thalmann & Co., N. Y. (mgr.).

#### Templeton, Damroth Corp.

Sept. 28, 1961 filed \$1,500,000 of 5½% convertible debentures due 1969, of which \$205,000 are to be offered by the company and \$240,000 by stockholders. Price—At par. Business—A mutual fund management company. Proceeds—For expansion, a new subsidiary and working capital. Office—630 Third Ave., N. Y. Underwriter—Hecker & Co., Philadelphia.

#### ★ Texas Electro-Dynamic Capital, Inc.

Oct. 16, 1961 filed 250,000 common. Price—By amendment. Business—A small business investment company. Proceeds—General corporate purposes. Office—1947 W. Gray Ave., Houston. Underwriter—Moroney, Beissner & Co., Inc., Houston.

#### Texas Gas Producing Co.

Sept. 5, 1961 filed \$315,000 of 5½% subordinated convertible debentures due 1973 and 10,500 common to be offered in units of \$90 of debentures and three common shares. Price—By amendment. Business—The production of crude oil and natural gas. Proceeds—For repayment of notes, working capital and general corporate purposes. Office—731 Meadows Bldg., Dallas. Underwriter—Equitable Securities Corp., Nashville.

#### ★ Thermionix Industries Corp. (10/23-27)

July 27, 1961 ("Reg. A") 150,000 common shares (par 10 cents). Price—\$2. Business—The manufacture of a flexible heating tape. Proceeds—For construction of a machine, research and development, sales engineering and working capital. Office—500 Edgewood Avenue, Trenton, N. J. Underwriter—D. L. Capas Co., New York.

#### Thermo-Chem Corp. (11/6-10)

June 14, 1961 filed 130,000 common shares. Price—\$4.50. Business—The manufacture of coatings for fabrics. Proceeds—To repay a loan, and purchase equipment, for research and development, administrative expenses and working capital. Office—Noeland Ave., Pennel, Pa. Underwriter—Best & Garey Co., Inc., Washington, D. C.

#### Thermotronics Corp., Inc.

July 10, 1961 ("Reg. A") 100,000 common shares (par 10 cents). Price—\$3. Business—Research and development of electronic and electrical devices, principally an electronic water heater. Proceeds—For raw materials, plant and equipment, advertising research and development and working capital. Office—27 Jericho Turnpike, Mineola, L. I., N. Y. Underwriter—J. B. Coburn Associates, Inc., N. Y. Offering—Imminent.

#### 30 North La Salle Street Realty Fund

July 3, 1961 filed 200,000 shares of beneficial interests. Price—\$5. Business—A real estate investment company. Proceeds—For investment. Office—30 N. LaSalle St., Chicago. Underwriter—None.

#### ★ Thoroughbred Enterprises, Inc. (10/23-27)

June 2, 1961 filed 85,000 common shares. Price—\$4. Business—The breeding of thoroughbred race horses. Proceeds—To purchase land, build a stable, and buy additional horses. Office—8000 Biscayne Blvd., Miami, Fla. Underwriter—Sandkuhl & Co., Inc., Newark, N. J., and New York City.

#### Thurrow Electronics, Inc.

July 20, 1961 ("Reg. A") 41,500 class A common shares (par \$2.50) and 83,000 class B common shares (par \$1) to be offered in units consisting of one class A and two class B common shares. Price—By amendment. Proceeds—For repayment of loans and inventory. Office—121 S. Water St., Tampa. Underwriter—Miller Securities Corp., Atlanta, Ga.

#### ★ Tidewater Lumber Co., Inc.

Oct. 11, 1961 filed 200,000 common. Price—\$5. Business—Wholesale buying and selling of lumber. Proceeds—For advances to a subsidiary, debt repayment and working capital. Office—1600 Hillside Ave., New Hyde Park, N. Y. Underwriter—Rubin, Rennert & Co., Inc., N. Y.

#### ★ Tor Education, Inc. (10/30-11/3)

July 28, 1961 filed 100,000 capital shares. Price—By amendment. Business—The production of self instructional courses and devices. Proceeds—For purchase of

equipment, new products and other corporate purposes. **Office**—65 Prospect St., Stamford, Conn. **Underwriter**—F. L. Rossman & Co., New York (managing).

#### **Tower Communications Co.**

Aug. 24, 1961 filed 125,000 common. **Price**—By amendment. **Business**—The design, manufacture and erection of communications towers. **Proceeds**—For repayment of debt and working capital. **Office**—2700 Hawkeye Dr., Sioux City, Iowa. **Underwriter**—C. E. Unterberg, Towbin Co., N. Y. C. (mgr.).

#### **Transcontinental Investing Corp.**

Aug. 25, 1961 filed \$10,000,000 of 6½% convertible subordinated debentures due 1981. **Price**—By amendment. **Business**—The operation of hotels, motels, apartment buildings and a small business investment company. **Office**—375 Park Ave., N. Y. C. **Underwriter**—Lee Higginson Corp., N. Y. C. (mgr.). **Offering**—In November.

#### **Trans-Lux Corp. (11/6-10)**

Aug. 31, 1961 filed 250,000 common, of which 150,000 shares are to be offered by the company and 100,000 shares by stockholders. **Price**—By amendment. **Business**—The manufacture of news ticker projection equipment. **Proceeds**—For expansion, repayment of loans, new equipment and general corporate purposes. **Office**—625 Madison Ave., N. Y. **Underwriter**—Bear, Stearns & Co., N. Y. (mgr.).

#### **Tri-Chem, Inc. (10/23-27)**

Aug. 16, 1961 filed \$350,000 of sinking fund debentures, 6½% series due 1976 and 140,000 common shares to be offered in units consisting of \$100 of debentures and 40 common shares. **Price**—By amendment. **Business**—The manufacture of paints for hobbyists. **Proceeds**—For repayment of bank loans and working capital. **Office**—82 Main St., West Orange, N. J. **Underwriter**—P. W. Brooks & Co., Inc., N. Y. (mgr.).

#### **Tri-Point Industries, Inc.**

Sept. 28, 1961 filed 160,000 common, of which 80,000 are to be offered by the company and 80,000 shares by stockholders. **Price**—By amendment. **Business**—Manufacture of precision, plastic components. **Proceeds**—For repayment of loans, advertising, equipment and working capital. **Office**—175 I. U. Willets Rd., Albertson, L. I., N. Y. **Underwriter**—Hill, Darlington & Grimm, N. Y.

#### **Tri-State Displays, Inc. (10/23-27)**

July 24, 1961 ("Reg. A") 260,000 common shares (par five cents). **Price**—\$1.15. **Proceeds**—For working capital. **Office**—1221 Glenwood Ave., Minneapolis. **Underwriter**—Naftalin & Co., Minneapolis.

#### **Trio-Tech, Inc. (10/30-11/3)**

Oct. 6, 1961 ("Reg. A") 100,000 common. **Price**—\$2. **Business**—Manufacture of Electronic Parts and Equipment. **Proceeds**—For debt repayment, machinery, new products, leasehold improvements and working capital. **Office**—3410 W. Cohasset St., Burbank, Calif. **Underwriter**—Ezra Kureen Co., N. Y.

#### **Triton Electronics, Inc.**

Sept. 26, 1961 filed 108,000 common, of which 76,500 will be offered by the company and 31,500 by stockholders. **Price**—\$4.50. **Business**—Manufacture of magnetic recording tape and metallic yarns. **Proceeds**—For research and development, advertising, and working capital. **Office**—62-05 30th Ave., Woodside, N. Y. **Underwriter**—Netherlands Securities Co., Inc., and Seymour Blauner & Co., N. Y.

#### **Tropical Gas Co., Inc.**

Sept. 8, 1961 filed 135,000 common, to be offered for subscription by stockholders on the basis of one share for each six common held. **Price**—By amendment. **Proceeds**—For the repayment of debt, and working capital. **Office**—2151 Le Jeune Rd., Coral Gables, Fla. **Underwriter**—Glore, Forgan & Co., N. Y. (mgr.).

#### **True Taste Corp.**

Aug. 18, 1961 filed 200,000 common shares. **Price**—\$5. **Business**—The installation and operation of plant to process frozen concentrated juices in bulk. **Proceeds**—For installation of equipment and working capital. **Office**—1206 Tower Petroleum Bldg., Dallas. **Underwriter**—Dallas Rupe & Son, Inc., Dallas (managing).

#### **Turbodyne Corp.**

May 10, 1961 filed 200,000 shares of common stock. **Price**—\$2 per share. **Business**—The research, development, manufacturing and marketing of space and rocket engines, and related activities. **Proceeds**—For research and development, and working capital. **Office**—1346 Connecticut Ave., N. W., Washington, D. C. **Underwriter**—To be named.

#### **Turner Engineering & Automation Corp.**

Sept. 27, 1961 ("Reg. A") 75,000 common. **Price**—\$4. **Business**—Manufactures electronic devices and components. **Office**—209 Glenside Ave., Wyncote, Pa. **Underwriter**—Valley Forge Securities Co., Inc., Phila.

#### **Ultra Plastics, Inc.**

Sept. 19, 1961 filed 150,000 class A common. **Price**—\$4. **Business**—The manufacture of outdoor plastic signs and urethane foam. **Proceeds**—For equipment, repayment of debt, inventory, additional personnel, advertising and working capital. **Office**—1346 Connecticut Ave., N. W., Washington, D. C. **Underwriter**—Amos Treat & Co., N. Y. **Offering**—In November.

#### **Union Rock & Materials Corp.**

Aug. 22, 1961 filed 160,000 common. **Price**—By amendment. **Business**—The company is engaged in the paving of roads and the sale of sand, crushed rock and transit-mix concrete. **Proceeds**—For the selling stockholders. **Office**—2800 S. Central Ave., Phoenix, Ariz. **Underwriter**—William R. Staats & Co., Los Angeles (mgr.). **Offering**—Expected in late November.

#### **Union Title Co.**

Aug. 28, 1961 filed 150,000 capital shares. **Price**—\$7.50. **Business**—The insuring of real estate titles. **Proceeds**—

For working capital and expansion. **Office**—222 N. Central Ave., Phoenix. **Underwriter**—None.

#### **Union Trust Life Insurance Co.**

Sept. 25, 1961 filed 300,000 common. **Price**—By amendment. **Business**—Sale of life, and health and accident insurance. **Proceeds**—For investment. **Office**—611 N. Broadway St., Milwaukee. **Underwriters**—H. M. Byllesby & Co., and Straus, Blosser & McDowell, Chicago. **Offering**—Expected in late Nov.

#### **United Aero Products Corp.**

Sept. 28, 1961 filed \$600,000 of 6% conv. subord. debentures due 1971. **Price**—At par. **Business**—Manufacture of precision machined parts for the aircraft, missile, electronics and nuclear industries. **Proceeds**—Debt repayment, research and development, expansion and working capital. **Office**—Columbus Rd., Burlington, N. J. **Underwriters**—Hess, Grant & Remington, Inc., Philadelphia and Arthurs, Lestrangle & Co., Pittsburgh.

#### **United Dairy, Inc.**

Oct. 9, 1961 ("Reg. A") 769 common to be offered for subscription by stockholders. **Price**—At par (\$50). **Proceeds**—For working capital. **Office**—411½ S. Federal Ave., Mason City, Iowa. **Underwriter**—None.

#### **United Exposition Service Co.**

Sept. 22, 1961 filed 100,000 common, of which 40,000 will be offered by the company and 60,000 by stockholders. **Price**—By amendment. **Business**—Supplying of decorating, drayage, cleaning, and related services for trade shows, conventions, and similar expositions. **Proceeds**—For working capital, the repayment of debt and purchase of equipment. **Office**—Suite 705, Merchandise Mart, Chicago, Ill. **Underwriter**—Drexel & Co., Philadelphia.

#### **United Improvement & Investing Corp. (10/23)**

Aug. 18, 1961 filed \$2,500,000 of 6% convertible subordinated debentures due 1976 to be offered for subscription by holders of common stock and series A warrants on the basis of \$100 of debentures for each 70 shares held. **Price**—By amendment. **Business**—General real estate. **Proceeds**—For general corporate purposes. **Office**—25 W. 43rd St., New York. **Underwriter**—Sutro Bros. & Co., New York (managing).

#### **United National Investors Corp.**

Oct. 2, 1961 ("Reg. A") 6,000 class AA common and 24,000 class A common to be offered in units of nine shares of class A and one share of class AA. **Price**—\$100 per unit. **Proceeds**—For capital and surplus of a proposed life insurance business. **Office**—South Annex Power Block, Suite 6-10, Helena, Mont. **Underwriter**—None.

#### **United Scientific Laboratories, Inc.**

Aug. 18, 1961 filed 360,000 common shares. **Price**—\$2. **Business**—The manufacture of high fidelity stereo tuners and amplifiers and amateur radio transceivers. **Proceeds**—For repayment of debt, increase in sales personnel, tooling and production and working capital. **Office**—35-15 37th Ave., Long Island City, N. Y. **Underwriter**—Continental Bond & Share Corp., Maplewood, N. J.

#### **United Servomation Corp.**

Sept. 22, 1961 filed 355,000 common of which 150,000 shares will be offered by the company and 205,000 shares by stockholders. **Price**—By amendment. **Business**—Sale of food, tobacco products and beverages through automatic vending machines. **Proceeds**—For repayment of debt. **Office**—410 Park Ave., N. Y. **Underwriter**—Hemp-hill, Noyes & Co., N. Y.

#### **U. S. Capitol Lease Corp.**

Oct. 2, 1961 ("Reg. A") 30,000 common. **Price**—\$4. **Proceeds**—For debt repayment, purchase of a truck and working capital. **Office**—2017 West Virginia Ave., N. E., Washington, D. C. **Underwriter**—None.

#### **U. S. Controls, Inc.**

Sept. 28, 1961 filed 120,000 common. **Price**—\$2.25. **Business**—The manufacture of automatic control systems. **Proceeds**—For repayment of debt, a sales and advertising program, research and development, equipment and working capital. **Office**—410 Fourth Ave., Brooklyn. **Underwriter**—N. A. Hart & Co., Bayside, N. Y.

#### **United States Crown Corp.**

Aug. 22, 1961 filed 150,000 common. **Price**—\$8. **Business**—The manufacture of specialized bottle caps. **Proceeds**—For equipment, working capital and general corporate purposes. **Office**—437 Boulevard, East Paterson, N. J. **Underwriter**—Adams & Peck, N. Y. (mgr.). **Offering**—Expected in November.

#### **U. S. Electronic Publications, Inc.**

Sept. 26, 1961 ("Reg. A") 100,000 common. **Price**—\$3. **Business**—Publishing of military and industrial handbooks. **Proceeds**—Debt repayment, expansion and working capital. **Office**—480 Lexington Ave., N. Y. **Underwriter**—Douglas Enterprises, 8856 18th Ave., Brooklyn.

#### **U. S. Markets, Inc.**

July 31, 1961 filed 200,000 common shares, of which 160,000 shares are to be offered by the company and 40,000 shares by a stockholder. **Price**—\$5. **Business**—The operation of a chain of supermarkets and other retail food stores in the San Francisco area. **Proceeds**—For repayment of loans, working capital and general corporate purposes. **Office**—60 Fallon Street, Oakland, Calif. **Underwriter**—Stanley Heller & Co., N. Y. **Offering**—Expected sometime in November.

#### **United States Plastics, Inc.**

Sept. 7, 1961 filed 190,000 common, of which 150,000 will be sold by the company and 40,000 by a stockholder. **Price**—\$3. **Business**—The sale of plastic items, power tools, adhesives, hardware, etc. **Proceeds**—To repay debt. **Office**—750 W. 18th St., Hialeah, Fla. **Underwriter**—Roman & Johnson, Fort Lauderdale (mgr.).

#### **United Variable Annuities Fund, Inc.**

April 11, 1961 filed 2,500,000 shares of stock. **Price**—\$10 per share. **Business**—A new mutual fund. **Proceeds**—For investment. **Office**—20 W. 9th Street, Kansas City, Mo. **Underwriter**—Waddell & Reed, Inc., Kansas City, Mo. **Offering**—Expected in early November.

#### **Univend Corp.**

Sept. 29, 1961 ("Reg. A") 115,000 common. **Price**—\$2.50. **Business**—Operates coin-vending machines for food and drink. **Proceeds**—For expansion and working capital. **Office**—280 O'Brien Place, Brooklyn, N. Y. **Underwriter**—Ezra Kureen Co., N. Y. **Offering**—Expected in Nov.

#### **Universal Data Processing Corp.**

Sept. 28, 1961 ("Reg. A") 100,000 common. **Price**—\$3. **Proceeds**—For debt repayment, equipment, leasehold improvements, and working capital. **Office**—2600 E. 12th St., Los Angeles. **Underwriter**—Holton, Henderson & Co., Los Angeles.

#### **Universal Electronics Laboratories Corp.**

Sept. 28, 1961 filed 90,250 common, of which 76,250 will be sold by the company and 14,000 by stockholders. **Price**—By amendment. **Business**—Design, development and production of teaching machines. **Proceeds**—For production expenses, advertising, marketing etc. **Office**—510 Hudson St., Hackensack, N. J. **Underwriters**—To be named.

#### **Universal Lighting Products, Inc.**

Sept. 21, 1961 filed 175,000 common. **Price**—\$1. **Business**—Manufacturer of lighting fixtures and display and merchandising equipment for use in gasoline service stations. **Proceeds**—Repayment of debt and working capital. **Office**—55 Bergenline Ave., Westwood, N. J. **Underwriter**—Globus, Inc., N. Y. (mgr.). **Offering**—Expected sometime in December.

#### **Universal Publishing & Distributing Corp.**

June 28, 1961 filed 50,000 6% cumulative preferred shares (par \$10) and 50,000 common shares to be offered in units, each consisting of one preferred share and one common share. **Price**—\$15 per unit. **Business**—The publishing of magazines and paper bound books. **Proceeds**—For expansion, additional personnel, sales promotion, working capital and other corporate purposes. **Office**—117 E. 31st St., N. Y. **Underwriter**—Allen & Co., N. Y. **Offering**—Imminent.

#### **Universal Rectifier Corp.**

Sept. 5, 1961 ("Reg. A") 80,000 common. **Price**—\$3. **Business**—The development of high performance silicon rectifiers. **Office**—2055 Pontius, Los Angeles. **Underwriter**—Kerns, Bennett & Co., Inc., N. Y.

#### **Universal Surgical Supply Inc.**

Aug. 1, 1961 filed 200,000 common shares, of which 100,000 will be offered for public sale and 100,000 to stockholders of Houston Fearless Corp., parent company, on the basis of one share for each 30 shares held of record. **Business**—The sale of medicine, surgical and laboratory equipment manufactured by others. **Proceeds**—For the repayment of debt. **Office**—9107 Wilshire Blvd., Beverly Hills, Calif. **Underwriter**—Dempsey-Tegeler & Co., Inc., St. Louis. **Offering**—Imminent.

#### **Uropa International, Inc.**

Sept. 28, 1961 filed 120,000 common. **Price**—\$2.50. **Business**—Importing of compact appliances and stereophonic radio and phonograph consoles. **Proceeds**—For working capital. **Office**—16 W. 32nd St., N. Y. **Underwriter**—Dean Samitas & Co., N. Y.

#### **U-Tell Corp.**

Sept. 18, 1961 ("Reg. A") 31,097 common. **Price**—\$5. **Business**—Operation of a discount department store. **Office**—3629 N. Teutonia Ave., Milwaukee, Wis. **Underwriter**—Continental Securities Corp., Milwaukee, Wis.

#### **Val-U Homes Corp. of Delaware**

Aug. 28, 1961 filed 100,000 common. **Price**—\$5. **Business**—The manufacture of prefabricated buildings and shell homes. **Proceeds**—For working capital. **Office**—765 River St., Paterson, N. J. **Underwriter**—Stearns & Co., N. Y. C. (mgr.). **Offering**—In early November.

#### **Valley Forge Products, Inc.**

Sept. 15, 1961 filed 100,000 class A capital shares. **Price**—By amendment. **Business**—The manufacture of replacement ignition and other electrical components for automobiles. **Proceeds**—For working capital, new products and other corporate purposes. **Office**—370 19th St., Brooklyn. **Underwriter**—Rodetsky, Walker & Co., Inc., Jersey City, N. J.

#### **Valley Gas Production, Inc. (11/20)**

Sept. 22, 1961 filed 194,000 common. **Price**—By amendment. **Business**—Acquisition of natural gas and oil producing properties. **Proceeds**—Construction, repayment of debt and investment in subsidiaries. **Office**—583 M & M Bldg., Houston, Tex. **Underwriter**—White, Weld & Co., N. Y.

#### **Valley Title & Trust Co. (11/6-10)**

June 13, 1961 filed 120,000 common shares. **Price**—\$5. **Business**—The writing and selling of title insurance and the acting as trustee and escrow agent. **Proceeds**—For working capital, reserves and other corporate purposes. **Office**—1001 North Central Ave., Phoenix, Ariz. **Underwriter**—Louis R. Dreyling & Co., 25 Livingston Ave., New Brunswick, N. J. **Offering**—Imminent.

#### **Valtronic Corp.**

Sept. 29, 1961 ("Reg. A") 62,500 common. **Price**—\$4. **Business**—Design and manufacture of medical and dental equipment. **Proceeds**—For machinery, debt repayment, expansion and working capital. **Office**—375 Walton Ave., Bronx, N. Y. **Underwriters**—Cacchione & Smith, Inc., and Fred F. Sessler & Co., Inc., N. Y.

#### **Van-Pak, Inc.**

Sept. 15, 1961 filed 140,000 common. **Price**—\$15. **Business**—A nation-wide and overseas non-regulated freight for-

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warder engaged in the forwarding of household goods. **Proceeds**—To repay debt, purchase metal containers, and increase working capital. **Office**—542 Insurance Exchange Bldg., Des Moines, Iowa. **Underwriter**—Hodgdon & Co., Inc., Washington, D. C. **Offering**—Expected some time in December.

#### Vending International, Inc.

July 27, 1961 ("Reg. A") 70,588 common shares (par 10 cents). **Price**—\$4.24. **Proceeds**—For repayment of debt, expansion and a new building. **Office**—c/o Brownfield, Rosen & Malone, 1026-16th St., N. W., Washington, D. C. **Underwriter**—H. P. Black & Co., Inc., Wash., D. C.

#### Vendotronics Corp. (11/6-10)

Sept. 1, 1961 ("Reg. A") 150,000 common. **Price**—\$2. **Business**—The manufacture of automatic popcorn vending machines. **Proceeds**—For repayment of loans, advertising, inventory, working capital and general corporate purposes. **Office**—572 Merrick Rd., Lynbrook, N. Y. **Underwriter**—B. G. Harris & Co., Inc., N. Y.

#### Venus Drug Distributors, Inc.

Oct. 2, 1961 filed 168,000 common, of which 120,000 are to be sold by the company and 48,000 by stockholders. **Price**—\$5. **Business**—Wholesale distribution of cosmetics. **Proceeds**—For new product development, advertising and working capital. **Office**—4206 W. Jefferson Blvd., Los Angeles, Calif. **Underwriter**—Garat & Polonitz, Inc., Los Angeles.

#### Vic Tanny Enterprises, Inc.

May 11, 1961 filed 320,000 shares of class A common stock (par 10 cents) of which 160,000 shares will be offered for the account of the company and 160,000 shares by the present holder thereof. **Price**—\$9.50. **Business**—The operation of a national chain of gymnasiums and health centers for men and women. **Proceeds**—The company will use its part of the proceeds for the opening of new gymnasiums and the promotion of home exercise equipment. **Office**—375 Park Ave., N. Y. **Underwriter**—S. D. Fuller & Co., N. Y.

#### Vol-Air, Inc. (10/23-27)

July 27, 1961 ("Reg. A") 96,000 common shares (par one cent). **Price**—\$2.50. **Business**—The manufacture of a patented heat and mass transfer system. **Proceeds**—For equipment, filing of patents, inventory, advertising and promotion. **Address**—347 Madison Avenue, New York. **Underwriter**—Glass & Ross, Inc., N. Y.

#### Voron Electronics Corp. (11/6-10)

July 28, 1961 filed 100,000 class A shares. **Price**—\$3. **Business**—The manufacture of electronic test equipment, the sale, installation and servicing of industrial and commercial communications equipment and the furnishing of background music. **Proceeds**—For tooling, production, engineering, inventory and sales promotion of its products and for working capital. **Office**—1230 E. Mermaid Lane, Wyndmoor, Pa. **Underwriters**—John Joshua & Co., Inc., and Reuben Rose & Co., New York.

#### Vulcan Mold & Iron Co.

Sept. 29, 1961 filed \$3,500,000 of 6% convertible subordinate debentures due 1981. **Price**—By amendment. **Business**—Manufacture of cast iron ingot molds, stools, etc. **Proceeds**—For construction and working capital. **Office**—Ave. E., Latrobe, Pa. **Underwriters**—Singer, Deane & Scribner and Moore, Leonard & Lynch, Pittsburgh.

#### Walnrite Stores, Inc. (10/23-27)

June 23, 1961 ("Reg. A") 100,000 common shares (par 10 cents). **Price**—\$3. **Business**—The operation of discount merchandising centers. **Proceeds**—For repayment of loans, expansion and working capital. **Office**—691 E. Jericho Turnpike, Huntington Station, N. Y. **Underwriter**—Herman & Diamond, N. Y.

#### Wald Research, Inc.

July 26, 1961 filed 65,000 common shares. **Price**—\$5. **Business**—The manufacture of ground support equipment for the aircraft, missile and related industries. **Proceeds**—For repayment of loans, purchase of equipment and inventory, working capital and general corporate purposes. **Office**—79 Franklin Turnpike, Mahwah, N. J. **Underwriters**—Martinelli & Co., New York and E. R. Davenport & Co., Providence, R. I.

#### Walter Sign Corp.

March 30, 1961 (letter of notification) 100,000 shares of common stock (par one cent). **Price**—\$3 per share. **Business**—The manufacture and installation of highway signs. **Proceeds**—For the reduction of debt, sales promotion, inventory and reserves. **Office**—4700 76th St., Elmhurst, L. I., N. Y. **Underwriter**—Amber, Burstein & Co., 40 Exchange Place, New York 5, N. Y.

#### Wards Co., Inc. (10/30-11/3)

Sept. 15, 1961 filed 110,000 common. **Price**—By amendment. **Business**—The retail sale of radios, TV sets, refrigerators, stoves, air conditioners, etc. **Proceeds**—For working capital and other corporate purposes. **Office**—2049 West Broad St., Richmond, Va. **Underwriter**—Stein Bros. & Boyce, Baltimore.

#### Warshow (H.) & Sons, Inc.

Aug. 30, 1961 filed 285,000 class A. **Price**—By amendment. **Business**—The manufacture of fabrics for women's wear. **Proceeds**—For the selling stockholders. **Office**—45 W. 36th St., N. Y. **Underwriters**—Lee Higginson Corp. and P. W. Brooks & Co., Inc., N. Y. (mgrs.). **Offering**—Expected in November.

#### Waterman Steamship Corp.

Aug. 29, 1961 filed 1,743,000 common. **Price**—By amendment. **Business**—The carrying of liner-type cargoes. **Proceeds**—For the purchase of vessels, and working capital. **Office**—71 Saint Joseph St., Mobile, Ala. **Underwriter**—Shields & Co. Inc., N. Y. (mgr.).

#### Watson Electronics & Engineering Co., Inc.

July 25, 1961 ("Reg. A") 75,000 common shares (par 10 cents). **Price**—\$4. **Proceeds**—For manufacturing,

laboratory and office facilities, equipment and working capital. **Office**—2603 S. Oxford St., Arlington, Va. **Underwriter**—Hodgdon & Co., Inc., Washington, D. C. **Offering**—Expected in early November.

#### Weissberg (H. R.) Corp.

Aug. 28, 1961 filed 250,000 class A common. **Price**—By amendment. **Business**—The operation of hotels, and general real estate. **Proceeds**—For repayment of loans, acquisition and general corporate purposes. **Office**—680 Fifth Ave., N. Y. **Underwriter**—Troster, Singer & Co., N. Y. C. (mgr.).

#### Wellco Shoe Corp.

Sept. 28, 1961 filed 125,070 common. **Price**—By amendment. **Business**—The licensing of other firms to manufacture footwear and the manufacture of casual footwear. **Proceeds**—For a selling stockholder. **Address**—Waynesville, N. C. **Underwriter**—C. E. Unterberg, Towbin Co., N. Y.

#### West Coast Bowling Corp.

May 26, 1961 filed 128,434 shares of common stock, of which 115,000 shares are to be offered for public sale by the company and 13,434 outstanding shares by the present holders thereof. **Price**—\$9.75 per share. **Business**—The company plans to acquire and operate bowling centers primarily in California. **Proceeds**—For general corporate purposes. **Office**—3300 West Olive Avenue, Burbank, Calif. **Underwriter**—Hill Richards & Co. Inc., Los Angeles (managing).

#### Westates Land Development Corp.

Sept. 28, 1961 filed \$1,500,000 of 7% convertible subordinated debentures due 1976 and 300,000 common shares to be offered in units, each consisting of \$100 of debentures and 20 common shares. **Price**—\$200 per unit. **Business**—General real estate. **Proceeds**—For debt repayment and working capital. **Office**—9412 Wilshire Blvd., Beverly Hills, Calif. **Underwriter**—Morris Cohon & Co., N. Y.

#### Western Factors, Inc.

June 29, 1960 filed 700,000 shares of common stock. **Price**—\$1.50 per share. **Proceeds**—To be used principally for the purchase of additional accounts receivable and also may be used to liquidate current and long-term liabilities. **Office**—1201 Continental Bank Bldg., Salt Lake City, Utah. **Underwriter**—Elmer K. Aagaard, 6 Salt Lake Stock Exchange Bldg., Salt Lake City.

#### Western Semiconductors, Inc.

Sept. 20, 1961 ("Reg. A") 100,000 capital shares. **Price**—\$3. **Business**—Manufacture of semi-conductors for commercial and military use. **Office**—605-G Alton St., Santa Ana, Calif. **Underwriter**—Currier & Carlsen, Inc., San Diego, Calif.

#### Westland Capital Corp. (11/13-17)

Sept. 21, 1961 filed 985,500 common. **Price**—\$11. **Business**—A small business investment company. **Proceeds**—For working capital. **Office**—9229 Sunset Blvd., Los Angeles, Calif. **Underwriter**—Bear, Stearns & Co., N. Y.

#### Westpak Inc.

Sept. 29, 1961 ("Reg. A") 100,000 common. **Price**—\$2. **Business**—Thermo-forming of plastic material for packaging of products. **Proceeds**—For research and development, equipment, sales, advertising and working capital. **Office**—475 Alfred Ave., Teaneck, N. J. **Underwriter**—Scott, Harvey & Co., Inc., Fairlawn, N. J.

#### Weyenberg Shoe Manufacturing Co.

Sept. 29, 1961 filed 100,000 common. **Price**—By amendment. **Business**—Manufacture of men's shoes. **Proceeds**—For selling stockholders. **Office**—234 E. Reservoir Ave., Milwaukee. **Underwriter**—Robert W. Baird & Co., Milwaukee.

#### White Electromagnetics, Inc.

Oct. 5, 1961 filed 65,000 common. **Price**—\$3.75. **Business**—Rendering of consulting services pertaining to electronic system analysis. **Proceeds**—For expansion, publication of technical papers, marketing, product development and working capital. **Office**—4903 Auburn Ave., Bethesda, Md. **Underwriter**—Weil & Co., Inc., Washington, D. C.

#### Willner's Liquors

Sept. 13, 1961 ("Reg. A") 100,000 common. **Price**—\$3. **Business**—Operation of a chain of liquor stores. **Proceeds**—For equipment and inventory, and acquisition and working capital. **Office**—596 Orange St., Newark, N. J. **Underwriter**—First Weber Securities Corp., N. Y.

#### Winchell Doughnut House, Inc.

Sept. 26, 1961 filed 90,000 common. **Price**—By amendment. **Business**—Sale of doughnut mixes to franchised operators of doughnut shops leased from the company. **Proceeds**—For the selling stockholder. **Office**—1140 W. Main St., Alhambra, Calif. **Underwriter**—McDonnell & Co., Inc., N. Y.

#### Windsor (Kay), Inc.

Sept. 28, 1961 filed 200,000 class A common. **Price**—By amendment. **Business**—Manufacture and sale of women's dresses. **Proceeds**—For a selling stockholder. **Office**—Deane St., New Bedford, Mass. **Underwriter**—Lee Higginson Corp., N. Y. **Offering**—Expected sometime in Nov.

#### Windsor Texprint, Inc.

Aug. 25, 1961 filed 265,000 common, of which 250,000 are to be offered by the company and 15,000 by stockholders. **Price**—\$2. **Business**—The printing of towels and other textile products. **Proceeds**—For repayment of loans. **Office**—2357 S. Michigan Ave., Chicago. **Underwriter**—D. E. Liederman & Co., Inc., N. Y. **Offering**—In late Nov.

#### Wisconsin Michigan Power Co. (11/14)

Oct. 11, 1961 filed \$4,000,000 of first mortgage bonds due 1991. **Office**—231 W. Michigan Ave., Milwaukee. **Underwriters**—(Competitive). Probable bidders: Salomon Brothers & Hutzler; Halsey, Stuart & Co. Inc.; Kidder, Peabody & Co.-White, Weld & Co. (jointly). **Bids**—Expected Nov. 14.

#### Wonderbowl, Inc. (10/23)

Feb. 6, 1961 (letter of notification) 150,000 shares of common stock. **Price**—At par (\$2 per share). **Proceeds**—To discharge a contract payable, accounts payable, and notes payable and the balance for working capital. **Office**—7805 Sunset Blvd., Los Angeles, Calif. **Underwriter**—Standard Securities Corp., Los Angeles, Calif.

#### Wood Manufacturing Co., Inc.

July 24, 1961 ("Reg. A") 250,000 common shares (par \$1). **Price**—\$1.15. **Proceeds**—For working capital, repayment of loans, purchase of equipment, advertising and building construction. **Office**—1035 Chestnut St., Conway, Ark. **Underwriter**—To be named.

#### Woodman Co.

Sept. 26, 1961 ("Reg. A") 100,000 common. **Price**—\$3. **Business**—Manufacture of precision equipment for handling and packaging food products. **Proceeds**—Debt repayment, a new product, sales and working capital. **Office**—114 New St., Decatur, Ga. **Underwriter**—D. H. Blair & Co., Inc., N. Y.

#### World Scope Publishers, Inc.

July 31, 1961 filed 300,000 common shares. **Price**—By amendment. **Business**—The publishing of encyclopedias and other reference books. **Proceeds**—For repayment of debt, working capital and general corporate purposes. **Office**—290 Broadway, Lynbrook, N. Y. **Underwriter**—Standard Securities Corp., N. Y. **Offering**—In late Nov.

#### World Wide Bowling Enterprises, Inc.

July 20, 1961 filed 130,000 common shares. **Price**—\$4. **Business**—The operation of bowling centers. **Proceeds**—For repayment of debt, expansion and working capital. **Office**—2044 Chestnut St., Philadelphia. **Underwriter**—Fraser & Co., Philadelphia. **Offering**—Expected in Nov.

#### Worldwide Fund Ltd.

Sept. 19, 1961 filed 100,000 common. **Price**—\$100. **Business**—The Fund plans to invest primarily in equity securities of foreign issuers. **Office**—Bank of Bermuda Bldg., Hamilton, Bermuda. **Underwriter**—Burnham & Co., N. Y. **Offering**—Expected in December.

#### World Wide Reinsurance Corp.

Sept. 28, 1961 filed 4,800,000 common. **Price**—\$1. **Business**—Reinsurance. **Proceeds**—For capital. **Office**—214 W. 3rd St., Yankton, S. Dak. **Underwriter**—Harold R. Bell & Associates, Billings, Mont.

#### Yankee Plastics, Inc.

Sept. 8, 1961 ("Reg. A") 100,000 common. **Price**—\$3. **Business**—Manufactures plastic hangers and forms. **Proceeds**—For acquisition of manufacturing facilities and working capital. **Office**—29 W. 34th St., N. Y. **Underwriter**—Sunshine Securities Inc., Rego Park, N. Y.

#### Zim Israel Navigation Co., Ltd.

Oct. 5, 1961 filed 20,000 of 7% participating preferred. **Price**—\$500. **Business**—Furnishing of passenger and dry-cargo freight services. **Proceeds**—For construction and working capital. **Office**—Haifa, Israel. **Underwriter**—None.

## ATTENTION UNDERWRITERS!

Do you have an issue you're planning to register? Our Corporation News Department would like to know about it so that we can prepare an item similar to those you'll find hereunder.

Would you telephone us at REctor 2-9570 or write us at 25 Park Place, New York 7, N. Y.

## Prospective Offerings

### Arizona Public Service Co.

Sept. 11, 1961 it was reported that this company plans to sell about \$35,000,000 of first mortgage bonds in November. **Office**—501 So. Third Ave., Phoenix, Ariz. **Underwriters**—To be named. The last sale of bonds on March 26, 1959 was handled privately through Blyth & Co., and First Boston Corp. However, the company stated that there is a possibility that these bonds will be sold at competitive bidding, in which case the following are expected to bid on them: Halsey, Stuart & Co. Inc.; Kidder, Peabody & Co.; First Boston Corp.; Blyth & Co.; White, Weld & Co., Inc., and Merrill Lynch, Pierce, Fenner & Smith Inc.

### Bay State Electronics Corp.

Aug. 2, 1961 it was reported that this company plans to file a registration shortly covering about 270,000 common shares to raise some \$2,500,000. **Business**—Research, development and production of items in the fields of medical electronics, etc. **Proceeds**—For expansion and working capital. **Office**—43 Leon St., Boston, Mass. **Underwriter**—S. D. Fuller & Co., New York (managing).

### Broad Street Trust Co.

Sept. 22, 1961 it was reported that stockholders had approved an increase in capital stock and sale of about 69,370 additional shares to stockholders on the basis of one new share for each 12 held of record Oct. 9, with rights to expire Oct. 30. **Price**—\$32.50. **Office**—Broad and Thompson Sts., Philadelphia. **Underwriters**—Stroud & Co., and Hallowell, Sulzberger, Jenks, Kirkland & Co., Philadelphia.

### Bush Terminal Co.

Sept. 15, 1961 it was reported that registration will be filed shortly covering about 90,000 common to be offered to stockholders through subscription rights on 1-for-10 basis. **Business**—The operation of warehouses, manufacturing buildings, piers and railroad facilities. **Office**—100 Broad St., N. Y. **Underwriter**—The company said it may make the offering without an underwriter.

**Carbonic Equipment Corp.**

June 28, 1961 it was reported that a "Reg. A" will be filed covering 100,000 common shares. Price \$3. Proceeds—For expansion. Office—97-02 Jamaica Ave., Woodhaven, N. Y. Underwriter—R. F. Dowd & Co., Inc.

**Chicago, Burlington & Quincy RR. (10/31)**

Sept. 19, 1961 it was reported that this company plans to sell \$2,400,000 of equipment trust certificates in October. Office—5747 W. Jackson Blvd., Chicago and 39 B'way, N. Y. Underwriters—(Competitive). Probable bidders: Salomon Brothers & Hutzler and Halsey, Stuart & Co. Inc. Bids—Expected Oct. 31.

**Consolidated Edison Co. of New York, Inc. (11/21)**

Aug. 28, 1961 it was reported that this company plans to sell about \$50,000,000 of first mortgage bonds due Nov. 1, 1991. Office—4 Irving Pl., N. Y. Underwriters—(Competitive). Probable bidders: First Boston Corp.; Halsey, Stuart & Co. Inc.; Morgan Stanley & Co. Bids—Nov. 21, 1961 at 11 a.m. (EST). Information Meeting—Nov. 15 (10 a.m. EST) at the company's office.

**Contact Lens Guild, Inc.**

June 19, 1961 it was reported that this company plans to file a "Reg. A" shortly covering an undisclosed number of common shares. Business—The manufacture of contact lenses. Office—353 East Main St., Rochester, N. Y. Underwriter—To be named. Offering—Expected in Dec.

**Delta Air Lines, Inc.**

Sept. 19, 1961 it was reported that this company plans to file a registration shortly covering an undisclosed number of common shares. Office—Atlanta Airport, Atlanta, Ga. Underwriter—Courts & Co., Atlanta.

**Diversified Vending, Inc.**

Sept. 13, 1961 it was reported that a registration statement will be filed shortly covering 100,000 common. Price—\$4. Business—The servicing of vending machines and coin operated kiddie rides. Proceeds—For equipment, inventory and general corporate purposes. Office—Philadelphia, Pa. Underwriter—T. Michael McDarby & Co., Inc., Washington, D. C.

**Electro Spectrum Corp.**

Sept. 14, 1961 it was reported that this company plans to file a "Reg. A" covering 100,000 common. Price—\$3. Business—Research, development, manufacture and marketing in the fields of optics, electronics, chemistry and photography. Proceeds—For organizational expenses, building lease, machinery, inventory and working capital. Office—300 Gramatan Ave., Mt. Vernon, N. Y. Underwriter—Harry Rovno (same address).

**First Pennsylvania Banking & Trust Co.**

Sept. 27, 1961 it was reported that stockholders are to vote Nov. 6 on a proposed 2-for-1 stock split and sale of 394,975 shares to stockholders on a 1-for-12 basis. Office—Philadelphia, Pa. Underwriters—Drexel & Co., Philadelphia; Merrill Lynch, Pierce, Fenner & Smith Inc., and Smith, Barney & Co., N. Y. Note—The record date for the offering will be Nov. 6.

**General Telephone Co. of California (12/11)**

Sept. 27, 1961 it was reported that this company plans to sell \$20,000,000 of bonds in December. Office—2020 Santa Monica Blvd., Santa Monica, Cal. Underwriters—(Competitive). Probable bidders: Halsey, Stuart & Co. Inc.; First Boston Corp.—Equitable Securities Corp. (jointly); White, Weld & Co.—Kidder, Peabody & Co. (jointly); Paine, Webber, Jackson & Curtis; Stone & Webster Securities Corp. Bids—Expected Dec. 11.

**Georgia Bonded Fibers, Inc.**

Sept. 14, 1960 it was reported that registration of 150,000 shares of common stock is expected. Offices—Newark, N. J., and Buena Vista, Va. Underwriter—Sandkuhl and Company, Newark, N. J., and N. Y. C.

**National Newark & Essex Banking Co.**

Oct. 18, 1961 it was reported that stockholders are being offered the right to subscribe for 100,000 additional shares on the basis of one new share for each 10 held of record Oct. 10, with rights to expire Oct. 31. Price—\$35. Office—744 Broad St., Newark, N. J. Underwriter—Merrill Lynch, Pierce, Fenner & Smith Inc., N. Y.

**Natural Gas Pipeline Co. of America**

Oct. 3, 1961 it was reported that this subsidiary of Peoples Gas Light & Coke Co., plans to raise \$50,000,000 of new money within the next six months. A company spokesman stated that it may be a preferred stock, debenture and bank loan combination. Office—122 So. Michigan Ave., Chicago, Ill. Underwriters—To be named. The last public financing on Oct. 19, 1960 was handled by Halsey, Stuart & Co. Inc., Dillon, Read & Co., and associates.

**Nautec Corp.**

Oct. 10, 1961 it was reported that stockholders are to vote Nov. 1 on authorizing the company to issue up to \$4,000,000 of convertible debentures which would be offered on a pro-rata basis to common stockholders. Business—Manufactures parking meters, truck winches, fiberglass boats, steel towers, etc. Office—11801 Mach Ave., Detroit, Mich.

**New England Electric System**

Oct. 2, 1961 it was reported that this company plans to sell additional common stock to stockholders through subscription rights, early in 1962. Office—441 Stuart St., Boston, Mass. Underwriters—To be named. The last rights offering in April 1958 was underwritten by Carl M. Loeb, Rhoades & Co., Ladenburg, Thalmann & Co., and Wertheim & Co., N. Y.

**New World Laboratories, Inc.**

Aug. 22, 1961 it was reported that a "Reg. A" will be filed shortly covering 100,000 common shares. Price—\$3. Business—The manufacture of cosmetics. Proceeds—For purchase of equipment and inventory and general corporate purposes. Office—Washington, D. C. Underwriter—T. Michael McDarby & Co., Inc., Washington, D. C.

**New York Telephone Co. (1/9/62)**

Oct. 2, 1961 it was reported that this company plans to sell \$60,000,000 of mortgage bonds in January 1962. Proceeds—For debt repayment and construction. Office—140 West St., N. Y. Underwriters—(Competitive). Probable bidders: Halsey, Stuart & Co. Inc., and Morgan Stanley & Co. Bids—Expected Jan. 9, 1962.

**Northern Natural Gas Co.**

Sept. 18, 1961 it was reported that this company plans to sell about \$25,000,000 of common stock to stockholders through subscription rights in the second quarter of 1962. Office—2223 Dodge St., Omaha, Neb. Underwriter—Blyth & Co., Inc., N. Y. (mgr.).

**Pacific Lighting Corp.**

Jan. 3, 1961 it was reported by Paul A. Miller, Treasurer that the company will probably go to the market for \$20,000,000 to \$40,000,000 of new financing in 1961 and that it probably would not be a common stock offering. Office—600 California St., San Francisco 8, Calif.

**Pacific Northwest Bell Telephone Co. (11/15)**

Aug. 25, 1961 it was announced that this company plans to sell an additional 12,990,510 common by June 30, 1964, and several issues of debentures to refund a \$200,000,000 4½% demand note issued to Pacific Tel. & Tel. The first of such issues, in the amount of \$50,000,000, is expected to be sold in Nov. Office—1200 Third Ave., Seattle, Wash. Underwriters—For the stock, none. For the debentures, to be determined by competitive bidding. Probable bidders: Halsey, Stuart & Co. Inc.; Morgan Stanley & Co. Bids—Expected Nov. 15 at 11 a.m. (EST). Information Meeting—Nov. 9 (2:30 p.m. EST) in Room 1900, 195 Broadway, N. Y.

**Penn Amusement Corp.**

Aug. 22, 1961 it was reported that this company plans to file a "Reg. A" shortly covering 100,000 common shares. Price—\$3. Business—The company furnishes mobile (truck) amusement rides for children. Proceeds—To operate a new type truck and set up national distributorships. Office—Brooklyn, N. Y. Underwriter—J. Laurence & Co., New York City.

**Penthouse Club, Inc.**

June 1, 1961 it was reported that this company plans to issue 60,000 common shares. Price—\$5. Business—The operation of dining clubs. Proceeds—For expansion and working capital. Office—15th and Locust St., Philadelphia. Underwriter—To be named. Registration—Expected about Dec. 1.

**Public Service Co. of Colorado**

Aug. 22, 1961 it was reported that the previously announced plan to sell about \$20,000,000 of common stock to stockholders through subscription rights had been postponed until about June 1962. Office—900 15th St., Denver, Colo. Underwriter—To be named. The last equity financing was handled on a negotiated basis by First Boston Corp.

**Roth Greeting Cards Co.**

Oct. 18, 1961 it was reported that this company is planning its first public sale of common stock. Office—Glen-dale, Calif. Underwriter—R. E. Bernhard & Co., Beverly Hills, Calif.

**San Diego Gas & Electric Co.**

Sept. 12, 1961 it was reported that this company plans to sell about 500,000 common to stockholders in mid-1962 to raise some \$17,500,000. Office—861 Sixth Ave., San Diego, Calif. Underwriter—Blyth & Co., Inc., N. Y.

**Shenk Industries, Inc.**

Aug. 22, 1961 it was reported that this company plans to sell about \$750,000 of common stock. Business—The re-manufacture and distribution of automobile parts. Proceeds—For the repayment of loans and expansion. Office—Columbus, O. Underwriter—Rodetsky, Walker & Co., Inc., Jersey City, N. J.

**Silo Discount Centers, Inc.**

Sept. 6, 1961 it was reported that company plans to sell about \$1,000,000 of common stock. Business—The operation of a chain of hard goods, discount department stores. Office—Philadelphia, Pa. Underwriter—Rodetsky, Walker & Co., Inc., Jersey City.

**Sonic Systems, Inc.**

Sept. 13, 1961 it was reported that a "Reg. A" will be filed shortly covering 75,000 common. Price—\$2. Business—The manufacture of ultra-sonic cleaning equipment, systems and transducers. Proceeds—For expansion and working capital. Office—1250 Shames Dr., Westbury, N. Y. Underwriter—Keene & Co., Inc., N. Y.

**Southern California Edison Co.**

May 23, 1961 it was reported that this company will need an additional \$35,000,000 to finance its 1961 construction program. No decision has yet been made as to whether the funds will be raised by bank loans, or the sale of preferred stock or bonds. Office—601 West Fifth St., Los Angeles, Calif. Underwriter—To be named. The last sale of preferred stock on May 12, 1948 was handled on a negotiated basis by First Boston Corp., New York City and associates. The last sale of bonds in April 1961 was bid on by Blyth & Co.; First Boston Corp., Dean Witter & Co. (jointly); Halsey, Stuart & Co. Inc.; Kuhn, Loeb & Co., Equitable Securities Corp. (jointly).

**Southern Natural Gas Co.**

Oct. 17, 1961 it was reported that the utility is contemplating the sale of \$35,000,000 of 20-year first mortgage bonds early in 1962. Proceeds—To retire bank loans. Office—Watts Bldg., Birmingham, Ala. Underwriter—(Competitive). Probable bidders: Halsey, Stuart & Co. Inc.; First Boston Corp.; Blyth & Co. and Kidder, Peabody & Co. (jointly).

**Southern Pacific Co. (11/29)**

Oct. 16, 1961 it was reported that this company plans to sell \$7,905,000 of equipment trust certificates. Office—165 Broadway, N. Y. Underwriters—(Competitive). Probable

## Dividend Advertising Notices Appear on Page 16.

bidders: Salomon Brothers & Hutzler and Halsey, Stuart & Co. Inc. Bids—Expected Nov. 29 at 12 noon (EST).

**Southern Railway Co. (11/14)**

Sept. 19, 1961 it was reported that this company plans to sell \$4,200,000 of equipment trust certificates in November. Office—70 Pine St., N. Y. Underwriters—(Competitive). Probable bidders: Salomon Brothers & Hutzler and Halsey, Stuart & Co. Inc. Bids—Expected Nov. 14.

**Southwestern Public Service Co.**

July 19, 1961, Herbert L. Nichols, Chairman, stated that the company plans to issue about \$13,000,000 of common stock in March 1962. The shares will be offered for subscription by common stockholders on the basis of one new share for each 20 shares held. Proceeds—For construction. Office—720 Mercantile Dallas Bldg., Dallas 1, Texas. Underwriter—To be named. The last rights offering to stockholders in January 1957 was underwritten by Dillon, Read & Co., New York City.

**Standard & Poor's Corp.**

Oct. 13, 1961 it was reported that this company will file a registration statement covering an undisclosed number of common shares. Business—Furnishes statistical and investment advisory services. Office—345 Hudson St., N. Y. Underwriter—Smith, Barney & Co., N. Y.

**Subway Bowling & Recreation Enterprises, Inc.**

Aug. 22, 1961 it was reported that this company plans to sell about \$1,200,000 of common stock. Business—The company has an exclusive franchise from the City of New York to build bowling and recreation centers in the subways. Proceeds—To build the first three centers. Office—New York City. Underwriter—Rodetsky, Walker & Co., Inc., Jersey City.

**Tampa Electric Co.**

May 10, 1961 it was reported that this company plans to spend over \$80,000,000 on new construction in the next three years. No financing is planned this year but in 1962 the company may issue bonds or common stock. Office—111 No. Dale Mabry Hwy., Tampa, Fla. Underwriters—To be named. The last sale of bonds on June 29, 1960 was handled by Halsey, Stuart & Co. Inc., New York City. Other competitive bidders were Merrill Lynch, Pierce, Fenner & Smith Inc.; Goldman, Sachs & Co.; Stone & Webster Securities Corp. The last sale of common stock on Feb. 13, 1960 was made through Stone & Webster Securities Corp.

**Teeco Automated Systems, Inc.**

Aug. 9, 1961 it was reported that a "Reg. A" will be filed shortly covering 100,000 common shares. Price—\$3. Business—The custom, design, manufacture and installation of automated material handling systems for large wholesale and retail establishments and industry. Proceeds—For expansion. Office—42-14 Greenpoint Ave., Long Island City, N. Y. Underwriter—Herman & Diamond, New York.

**Virginia Electric & Power Co.**

Oct. 2, 1961 it was reported that this company plans to sell \$30,000,000 to \$40,000,000 of securities in mid-1962 but no decision has been made yet as to type. Office—Richmond 9, Va. Underwriters—To be named. The last sale of bonds in June 1961 was handled by Halsey, Stuart & Co., Inc. and associates.

**West Penn Power Co. (3/5)**

Feb. 10, 1961, J. Lee Rice, Jr., President of Allegheny Power System, Inc., parent company, stated that West Penn expects to sell about \$25,000,000 of bonds in 1962. Office—800 Cabin Hill Drive, Hempfield Township, Westmoreland County, Pa. Underwriters—To be determined by competitive bidding. Probable bidders: Halsey, Stuart & Co. Inc.; W. C. Langley & Co.; Lehman Brothers; Eastman Dillon, Union Securities & Co., and First Boston Corp. (jointly); Harriman Ripley & Co.; Kidder, Peabody & Co. and White, Weld & Co. (jointly). Bids—Expected March 5, 1962.

**Western Union Telegraph Co.**

Feb. 28, 1961 it was reported that the FCC has approved the company's plan to transfer its Atlantic cable system to a newly organized company, Western Union International, Inc. The plan provides for the issuance by Western Union International of about \$4,000,000 of subordinated debentures and 400,000 shares of class A stock to be offered to stockholders of Western Union Telegraph Co. in units of \$100 of debentures and 10 shares of stock. In addition, American Securities Corp., New York City, would purchase from Western Union International about 133,000 additional shares of class A stock giving American Securities ownership of approximately 25% of the outstanding class A stock of WUI. Then Western Union International would sell \$4,500,000 of 6¼% 15-year notes to Prudential Insurance Co. of America. Office—60 Hudson St., N. Y. Underwriter—American Securities Corp. (mgr.).

**Wisconsin Southern Gas Co.**

Dec. 12, 1960 it was reported in a company prospectus that an undetermined amount of capital stock or bonds will be sold in 1961-1962. Proceeds—For the repayment of short-term bank loans incurred for property additions. Office—Sheridan Springs Road, Lake Geneva, Wis. Underwriter—The Milwaukee Co., Milwaukee, Wis.

# WASHINGTON AND YOU



BEHIND-THE-SCENES INTERPRETATIONS  
FROM THE NATION'S CAPITAL

WASHINGTON, D. C.—There is an interesting story developing about housing in some under-developed countries, particularly in the more stable Latin American countries.

It is estimated that about two-thirds of the world's population live in squalor. They are without plumbing and water fit to drink, for the most part. Obviously there is a tremendous potential housing market in these countries.

Incidentally, some of our building and loan authorities are pressing plans for setting up loan institutions similar to ones operating in this country.

Daniel R. Hamady, the Housing and Home Finance Agency's assistant administrator for the Office of International Housing, has some interesting ideas concerning housing abroad in those particular countries. Mr. Hamady feels that there isn't time to talk about long-range plans for improving housing conditions abroad because the immediate needs are so great.

Not only Latin American countries, but there are countries in the Near East and other parts of the world, that can be regarded as under-developed and do not have any building industry. They have neither mortgage lending industries nor industries that produce building materials in volume that are required for housing in substantial quantities.

Mr. Hamady, who was born in Beirut, Lebanon in 1916 of American parents of Lebanese descent, is convinced that the real answer to helping those countries develop a housing industry is to help them build up their producing industries and technical services.

Senator John J. Sparkman, Democrat of Alabama, has proposed that a housing section be set up in the United Nations, in an effort to expedite the building of housing units by the tens of thousands in the poorer countries.

## New Products Developed by U. S. Companies

The Union Carbide Company has completed preliminary research on a plastic foam product. It is understood in the Capital that this product, with a plastic skin on it, will provide suitable materials for the walls and rooms of small simple houses. There is a suggestion that the houses could be built similar to quonset huts.

The plastic skin material would help bridge the gap that exists in North Africa and Near East countries where there is practically no lumber. It was pointed out in Washington that it would be fairly easy to find something to use for the walls, such as bricks or pressed earth, but the real head-

aches involve the roofs. It is here that the new plastics are expected to play a sizable role in the future.

A plastic panel for walls and roofs for houses has been developed by the Koppers Company. With the aid of monetary assistance supplied by the International Cooperation Administration, a plant has been built in Korea that produces a pressed board using native materials such as rice straw and the stalk of the sugar cane after the juice has been pressed out. This plant reportedly will help a great deal toward alleviating housing shortages in Korea.

The International Housing Section of HHFA is cooperating with ICA on a major research project that will be of marked interest to the rock products industries. The blue-print calls for research to be conducted in a college on stabilized earth. The goal would be to make building blocks that are not only cheap but very strong.

Thus the overall plan calls for research and more research that will help these countries help themselves by using materials that are available to them. Mr. Hamady and ICA hope to accelerate the research with ICA financing.

Washington officials believe our industries will come into the act by producing or showing the materials in their own back yards. There will be plenty of assistance available for setting up pilot plants. American companies can do a good job for themselves either by working out a licensing arrangement or getting local participation in setting up a plant.

## Mortgage Money Easier

There are a series of things taking place in the domestic housing field that is of importance to the economy. For instance, applications for Federal Housing Administration (FHA) mortgage insurance were 18% higher in the first nine months of 1961 than for the similar period last year. This is indicative that the housing construction business is moving along at a stepped up pace.

The National Association of Real Estate Boards in the Capital reports that buyers using conventional mortgage financing for the purchase of new homes are finding loan money easier to obtain and interest rates lower than any single point since 1959.

A nationwide survey by the Board shows that mortgage yields are much higher today than the yields on most other types of long-term debt. As a result, the lenders are channeling more funds



"Some people just can't take market losses gracefully."

in the mortgage market than they have in some time now.

The survey showed that the most generally established interest rate for conventional loans on new and existing homes in good neighborhoods is 6%. A lower interest rate is available in about a third of the country, however.

On conventional loans the prevailing interest rate in September for new homes was 6% in at least 55% of the country, and 5.75% or less in 35% of the nation. Loan funds were ample in nearly nine out of 10 areas.

## FHA and Middle Income Housing

In still another housing development this question has been raised in Washington: Is the Federal Housing Administration applying the brakes and stepping on the gas concerning the widely publicized middle income family housing program authorized by Congress this year?

Some competent builders and others who are close students of the situation feel that there is a stop-and-go situation prevailing. The reason for the apprehension among some builders is that under the new legislation there presumably would follow the more relaxed standards than had been set for low cost housing. However, FHA has come up with some rules and regulations that are far from minor.

FHA apparently intends not only to stand by its construction standards for the middle income house, but its location requirements are going to be more rigid. In other words, if a builder constructs a middle-income type house across "the railroad tracks," the house might not qualify for an FHA loan. In the past, FHA

has been more willing to lower its sights relative to location, than it has to lower its construction requirements.

There is nothing tentative about FHA's decision to tighten up on location requirements for the new middle income family housing. Instructions sent the field offices in July made it clear that the higher standards were to be followed in rating the locations for this housing. FHA officials vow that they do not want to see the new program used as a device to aggravate the urban sprawl situation, which is already bad.

[This column is intended to reflect the "behind the scene" interpretation from the nation's Capital and may or may not coincide with the "Chronicle's" own views.]

## Now With Ira Haupt

(Special to THE FINANCIAL CHRONICLE)

BEVERLY HILLS, Calif.—William W. Blatner has become associated with Ira Haupt & Co., 242 North Canon Drive. He was formerly local manager for Bache & Co.

## With Pac. Coast Secs.

(Special to THE FINANCIAL CHRONICLE)

LOS ANGELES, Calif.—Clifford Deford has been added to the staff of Pacific Coast Securities Company, 215 West Seventh Street. He was formerly with Dempsey-Tegeler & Co., Inc.

## Dean Witter Adds

(Special to THE FINANCIAL CHRONICLE)

LOS ANGELES, Calif.—Jimmy H. M. Schreiber has become connected with Dean Witter & Co., 632 South Spring Street. He was formerly with Hayden, Stone & Co.

# COMING EVENTS

IN INVESTMENT FIELD

Oct. 16-20, 1961 (Palm Springs, Calif.)

National Security Traders Association Annual Convention at the Palm Springs Riviera Hotel.

Oct. 19, 1961 (Pennsylvania) Western Pennsylvania Group of Investment Bankers Association meeting at Rolling Rock, Pa.

October 20-21, 1961 (Milwaukee, Wis.)

National Association of Investment Clubs 11th annual national convention at the Hotel Schroeder.

Oct. 24, 1961 (Minneapolis-St. Paul)

Minnesota Group of Investment Bankers Association annual meeting.

Oct. 26, 1961 (Louisville, Ky.) Ohio Valley Group of Investment Bankers Association annual meeting.

Nov. 26-Dec. 1, 1961 (Hollywood, Fla.)

Investment Bankers Association Annual Convention at Hollywood Beach Hotel and the Diplomat Hotel.

Dec. 4-5, 1961 (New York City) National Association of Mutual Savings Banks 15th annual mid-year meeting.

March 30, 1962 (New York City) New York Security Dealers Association 36th Annual Dinner at the Waldorf Astoria Hotel.

April 8-10, 1962 (San Antonio, Tex.)

Texas Group of Investment Bankers Association of America, annual meeting at the St. Anthony Hotel.

May 6-9, 1962 (Seattle, Wash.) National Association of Mutual Savings Banks 42nd annual conference at the Olympic Hotel.

Sept. 23-26, 1962 (Atlantic City, N. J.)

American Bankers Association annual convention.

April 27-May 1, 1963 (Boston, Mass.)

National Association of Mutual Savings Banks 43rd annual conference at the Hotel Statler.

## With Currier & Carlsen

(Special to THE FINANCIAL CHRONICLE)

SAN DIEGO, Calif.—Charles S. Conser has become affiliated with Currier & Carlsen, Incorporated, 233 A Street, members of the Pacific Coast Stock Exchange. He was formerly with Sellgren, Miller & Co., Inc.

## With Sellgren, Miller

(Special to THE FINANCIAL CHRONICLE)

LOS ANGELES, Calif.—Robert B. Leavitt has become connected with Sellgren, Miller & Co., Inc., 639 South Spring Street. He was formerly with Morris Cohon & Co. and Raymond Moore & Co.

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